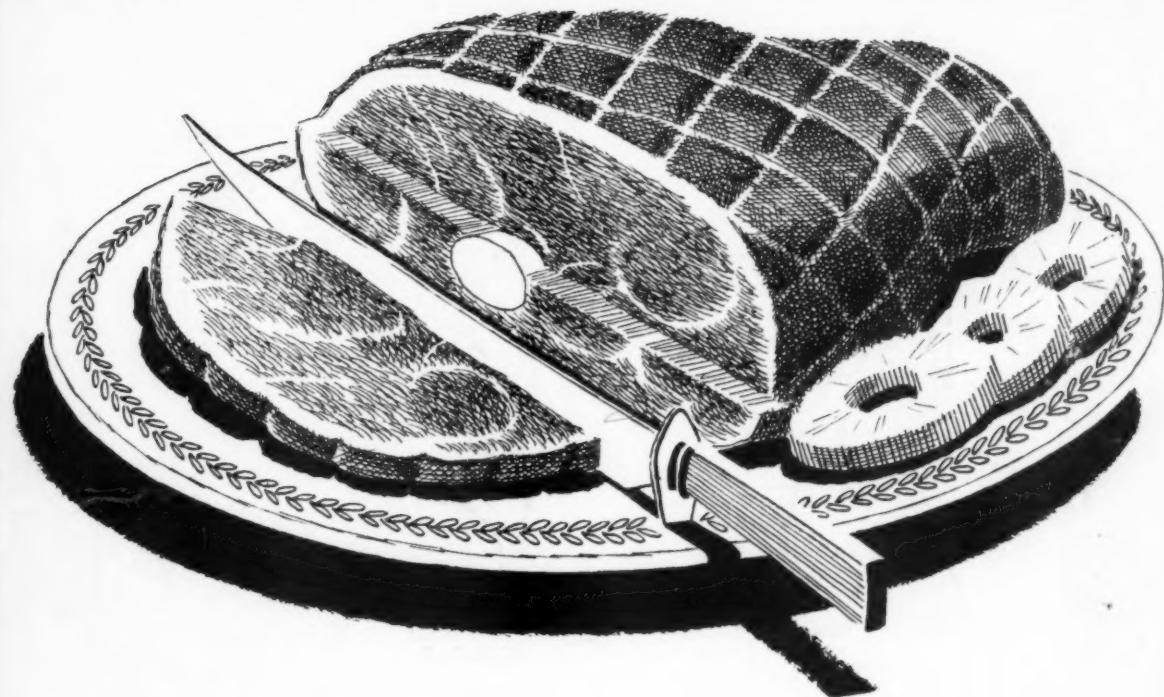


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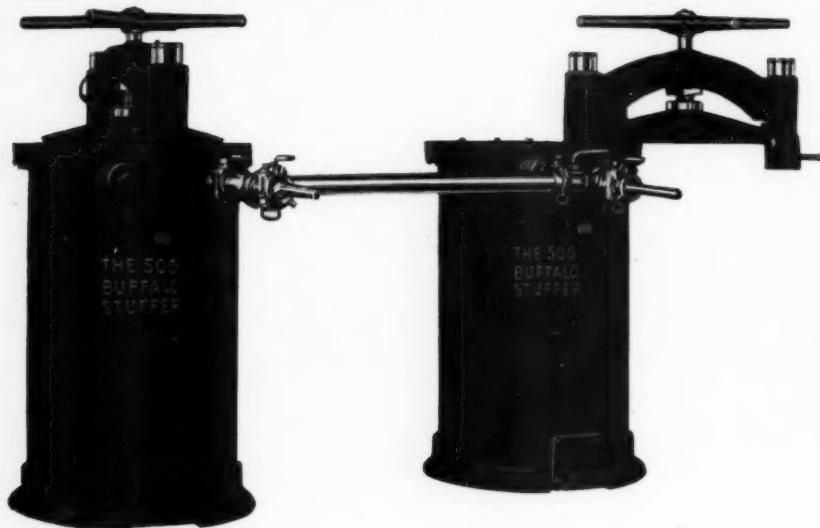


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THE NATIONAL Provisioner



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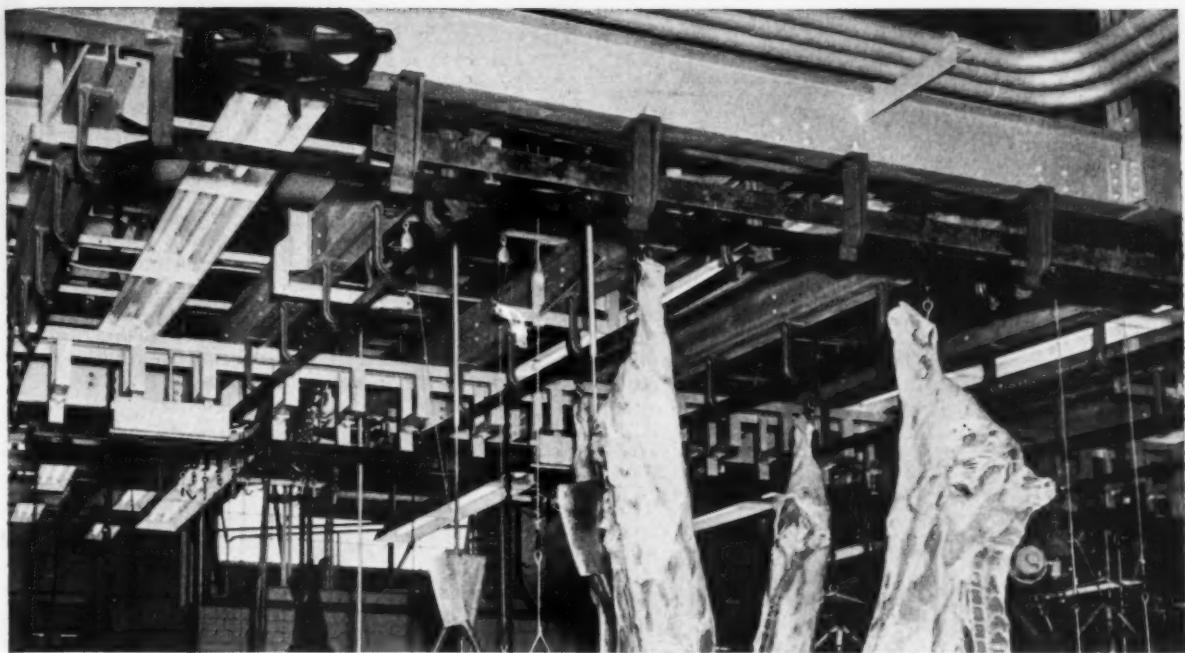
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To carry beef carcasses through bleeding, hiding, splitting (shown), shrouding—L-B Overhead Conveyors are usually drop or side finger types. L-B Overhead and L-B Overhead Trolley Conveyors are without equal for efficient, low-cost operation.

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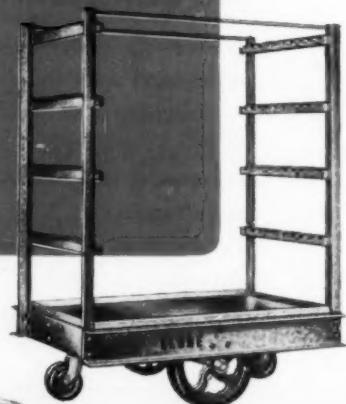
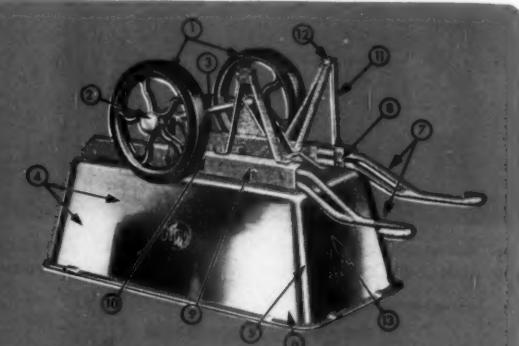
For increased production efficiency the drives of the L-B Viscera Table and Overhead Trolley Conveyor are mechanically or electrically synchronized.



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AFL-Armour Agree to 6c Raise

The Amalgamated Meat Cutters & Butchers Workmen, AFL, this week signed with Armour and Company an agreement for a 6c an hour pay increase for all hourly paid workers, retroactive to December 17. The union had previously signed with Swift & Company and currently is negotiating with Wilson & Co., Cudahy Packing Co. and other packers. The pay raise is subject to approval of the Wage Stabilization Board.

The CIO has termed the 6c "inadequate." During the week several CIO local unions, including those at the Armour Chicago plant and at the Swift Milwaukee plant (Plankinton Packing Co.), staged work stoppages, apparently protesting wage negotiation progress. A meeting of representatives of all CIO locals is being held Sunday in Chicago to chart the future course of action for the union. Late in December the locals voted to strike if their wage demands, including a \$3,000 guaranteed annual wage, are not met.

Hang on to OPA Records!

The regulation requiring OPA records to be preserved (Supplementary Order 189) has been amended (Amendment 5) to require that these records in some instances be kept until January 1, 1953. The amended order applies to: 1) All persons who are parties to pending litigation under the Emergency Price Control Act of 1942; 2) all persons from whom subsidy payments are being withheld pending a final determination of their right to such payments; 3) all persons who have failed to comply with a demand for restitution of any subsidy payment, and 4) all to whom notices are mailed before March 1, 1952.

Employment Ban for Minors in Meat Packing

A public hearing on the proposed ban on employing persons under 18 years of age in certain occupations in slaughtering, meat packing and rendering plants, will begin at 10 a.m., February 5, 1952, in Room 1214 of the Department of Labor building, Washington, D. C. The proposed order would apply only to specified occupations and machines. In general, it would establish an 18-year old minimum for work on the killing floor, curing cellars and hide cellars, except the work of messengers, hand-truckers, etc.; most rendering operations; all occupations involved in operating or feeding certain power-driven machines; all boning occupations; all occupations which involve the pushing or dropping of any suspended carcass or a part thereof, and all occupations involving hand-lifting or hand-carrying of meat.

Ask Exemption from Renegotiation

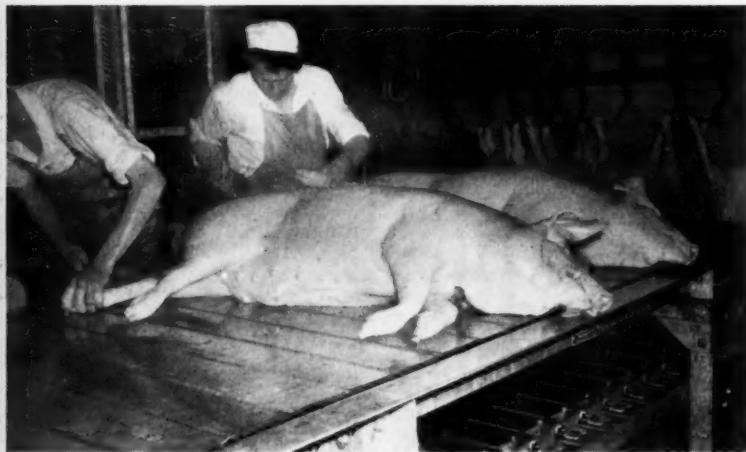
Four packer associations—American Meat Institute, Eastern Meat Packers Association, National Independent Meat Packers Association and Western States Meat Packers Association—have asked Chairman John T. Koehler of the Renegotiation Board to exempt meat products, including canned meat, from the provisions of the Renegotiation Act of 1951. This exemption would be similar to that under the Renegotiation Act of 1948 and prior acts. The associations pointed out that profits under meat contracts are ascertainable with reasonable certainty when the contract price is established.

USDA Poultry Grading and Inspection

The Department of Agriculture has issued several proposed amendments to its poultry grading and inspection program. The major proposals would: 1) Prohibit the grade labeling of individual carcasses of dressed poultry (only feathers and blood removed) after December 31, 1952, and 2) eliminate authority of the administrator of the Production and Marketing Administration to permit dressed poultry produced in a non-official plant to be brought into an official plant for canning. USDA has also proposed revision of regulations covering processing and packing of liquid, frozen and dried eggs under the department's voluntary inspection program. The proposed changes will be discussed at a meeting in Kansas City, Mo., January 10 and 11.

Methods Study 1

Opening Production Bottlenecks



Hogs are readied for gambreling table slide-off. Critical point occurs when weight is transferred to rail and hogs are dropped at sharp angle.

WASTEFUL work methods are often hidden by tradition. Many assume that because an operation worked well years ago it works equally well today. Perhaps it does, but it may not result in the efficiency and speed necessary to keep up with current high production standards.

In this day of a tightening labor market and apparent lowering of net profits, management ought to critically examine the methods employed within its plant. While it is true that advanced methods studies, such as evaluating the productivity rate or establishing incentive standards, are the work of an industrial engineer specialist, a critical evaluation of methods within any plant is well within the means of its management. In a later

article, some of the more common forms used in methods analysis will be described. In this article, a few of the more obvious potential methods improvements will be suggested.

The factual material is drawn from extensive plant visits by members of THE NATIONAL PROVISIONER's technical staff. Admittedly, some of the ideas may be impractical in given plants because of structural or cost limitations. However, most will be readily adaptable to existing situations and others will prove thought provoking for future remodeling or expansion.

A good place to begin this examination is in the hog dressing department. Where overhead and tabletop conveyors are employed, the dressing operation is generally efficient. Improvements

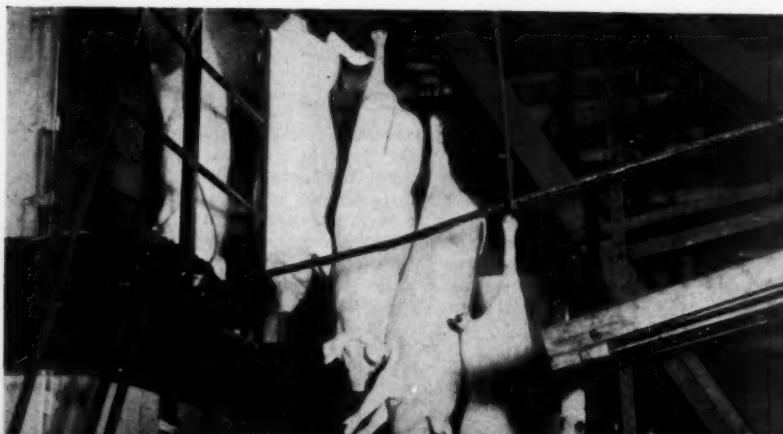
How sound are your production methods? In this era of increasing output and decreasing profits, it is important that meat packers examine their plant operations with a view to bettering efficiency and offsetting a growing manpower shortage. Through this and other articles to follow on methods, THE NATIONAL PROVISIONER will point out some obstacles to efficiency—and ways to overcome them—from the killing floor to the loading dock.

might be made by replacement of sharply angled gambrel chutes and overhead rails.

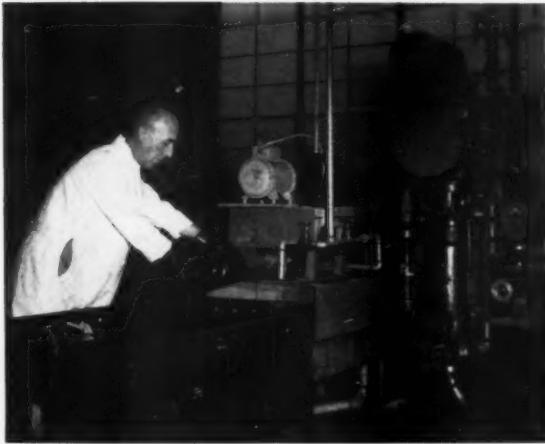
In many plants the gambreling table is several feet above the dressing floor level. As the hog rides along the table he is gambreled and the trolley placed on the rail. Not until the hog leaves the gambreling table is tension placed on the trolley. Frequently the hog is jerked off the table and swung violently into the chute. So sharp is the incline and the turn that heavy hogs will sometimes jump the rail and land on the floor. The costliness of this failure to correct carcass movement at the very outset of the dressing operation is apparent.

In one midwestern hog house there was sufficient area to swing the overhead rail out from the gambreling table thus lessening the slope-down angle. The plant failed to take advantage of this unused space and employed an extra man to steady each hog carcass as it came along. The sharp down angle and an abrupt 90° turn were culprits that management overlooked.

Many plants waste manpower by continuing with a hand singeing operation. Other houses use fixed burners of questionable efficiency. For a burner to be effective, the gas pressure



Decline conveyor moves hogs effortlessly from chill bays to cutting floor level.



Production variables in canning require close supervision of operators such as the filler-batcher shown above. Right photo illustrates how conveyor brings lamb into workers' area without forcing him to push or pull the carcass.



must be constant and the burner tip kept clean. A flame which does not reach the hog carcass is wasteful. The principal question arising with this operation, however, is "why not convert to an automatic blast singeing operation?"

Volume of dressing operation hardly can be considered the dictating factor since automatic blast type singers are operated by a pilot light. The unit is active only when individual hogs pass through the cabinet. The blast singer will work equally well with a dressing rate of 50 an hour as with a 500 per hour kill rate.

In the hog or sheep dressing operation one frequently hears that conveyors are not particularly needed. The argument runs that the rate is too low to justify the cost of installing conveyors. True, there are plants whose kill rate is too small to justify the cost of conveyors, but that in no wise changes the productive value of con-

veyor movement for most meat plants.

In any manual movement of the carcass through the dressing operation, much of the worker effort is purely non-productive. Each time the worker reaches for a carcass, pulls it to his station and shoves it toward the next station, he performs non-productively. This pulling and pushing takes time. Further it adds to fatigue by keeping the worker in an unbalanced position.

In one plant visited in the Southwest, the owner said he failed to see the need for conveyors because his labor charge was made on a per head basis. Yet, a cursory examination of his dressing activity indicated that about one fourth of the total effort was spent in pushing and shoving carcasses. Between each shove, the worker was unbalanced in relation to his normal work position and it took as long as four seconds for him to regain the proper working position.

One worker was found to have lost

10 productive minutes an hour in needless motion. The packer had a 150 per hour kill rate. Since the worker's lost operation was typical of the entire gang's it could readily be seen that this packer's kill ought to have been 175 head per hour.

Granted that the packer's direct labor cost would vary with the number of head dressed, his indirect burden would remain the same despite production increases and thus be lowered about 16.6 per cent. Since indirect costs frequently are as high as direct costs, this would represent a substantial savings.

Another way to solve his labor-production problem would be to readjust the man hour requirement to the slaughter rate. Thus, with no increase in direct labor costs per head slaughtered, the packer would be in a good position to grant an increase in piece rates and realize added profit, too.

In an Eastern Seaboard packing plant, the addition of conveyors increased productivity by approximately 300 per cent.

The conveyor eliminates non-productive transport effort by the worker. It is well to note that the trained industrial engineer thinks in terms of .01 hours, and if he can time an operation this finely he feels that the lost worker effort is worth saving. Just how this is done in individual plants on the exploratory level will be described in another article. Clearly detailed and advanced studies belong, however, in the field of the industrial engineer.

The hog splitting operation has been witnessed, in some instances, on an endless chain principle. Obviously this introduces an element of needless ef-



Automatic blast singeing operation is supplemented at critical shoulder and crotch sections with hand singeing. Modern, electronic singers operate only when hogs pass through the cabinet.

fort. The fatigue element is increased as the worker walks with the chain and no additional work is done.

Generally, the need for chain gang type of splitting is due to a short splitter platform which will not allow each splitter to start his work a little in advance of his station.

One of the most common of wasted efforts encountered in the beef dressing department is the movement of the carcass in one direction during dressing and a subsequent retracking of the same distance to transport the carcass to the hot beef chill coolers.

The knocking pens and beef beds are laid out so the carcass travels away from the hot beef coolers until it is ready for washing and clothing. To get to the clothing station and the beef scales, the carcass is moved over the same distance covered in the actual dressing operation. Rearrangement of the dressing layout so the initial carcass movement would be in the direction of the hot chill cooler would eliminate a lot of lost time and effort.

A four-bed, midwestern beef house provides a good illustration. Here the cattle are dumped from the knocking pen to the shackling station which is directly opposite the hot carcass chill coolers. The shackled cattle are pushed forward, make a right turn and land on a bed, each of which is progressively further from the cooler. As the cattle are raised from the bed to the half- and full-hoist positions, they move further from the coolers. They are at the greatest distance from the cooler when being scribed and split and pushed onto the wash rail. All this distance must be retracked to get the carcass to the cooler.

For one reason or another many a beef plant finds it necessary to slaughter and chill on a second story level and to maintain sales and boning coolers on the first floor. The transport of chilled carcasses from the second floor to the first is frequently made by elevator. In comparison with a decline conveyor the elevator method is usually wasteful.

The elevator generally requires an operator. Even if it is of the dummy type it still remains a wasteful method. The operator must not only push the carcasses from the bays of the chill room to the main rail, but he also must push them to the elevator shaft. He must align the elevator rail with that of the cooler rail and then push the carcasses into the elevator. The carcasses must be unloaded on the first floor and pushed to the sales aisle.

If proper conveyor equipment is used the carcasses can be picked up at the chill bay and moved to the proper sales bay without any in between handling. Walking and pushing from and to the elevator at both levels is eliminated. Quite apart from the reduction in time required to move a given number of beef carcasses, worker fatigue is lessened.

It is well to remember that the most

Rath Earnings Down 28.5 Per Cent

The Rath Packing Co. earned \$1.74 per share in the year ended October 27, 1951, compared with \$2.44 in 1950. Net sales for the last fiscal year were \$243,381,389, an increase of 14.6 per cent over last year. This was accounted for by a higher level of livestock prices and the increased cost of conducting the business.

Net earnings for 1951 were \$1,568,688, a decline of 625,674, or 28.5 per cent.

The report to stockholders by R. A. Rath, board chairman, and Howard H. Rath, president, noted that the loss in the operation of the beef, veal and lamb departments due to controls was largely responsible for the reduced profits earned by the company this year. A part of the reduced operations in those departments, however, was offset by a slight increase in the number of hogs slaughtered. Therefore the company's tonnage was 691,108,877 lbs., only 1 per cent less than the year before.

At the end of the fiscal year, Rath Packing Co.'s sixtieth year, its investment in current assets was \$25,138,945. This represents an increase of \$2,693,129 from the beginning of the year. The current assets were 2.58 times current liabilities and the total assets were

simple check to make on productive efficiency is in daily production records that show the total unit output and the manpower hours consumed with the average production per man hour. It has been proved many times that this type of record keeping pays dividends.

One large midwestern pork house never bothered to keep production records on its canning operations. The only records kept were those on raw materials and finished goods. The plant had an effective control of its material cost, but could calculate its labor cost only in a general way by its total payroll figure.

Recently management decided to plot its daily production figures and translate this data into units per man hour and then into direct labor costs per unit. To say that management was startled by its findings is to put it mildly. Man-hour production varied from 54 units to 274 units. There was no legitimate reason for this tremendous spread in productivity.

They were able to trace the trouble to foreman supervision. While foremen generally are topnotch in "know-how" of the job, they are frequently reluctant to supervise productivity. This is sometimes an unpleasant task. If work slows down, they may just allow the gang to coast.

This article has, in a general way, pointed out some of the more frequently observed dressing methods that can be improved. The purpose is not one of criticism; for it is realized that each plant has its own peculiar limitations and advantages, however, it is hoped

that this type of article will stimulate thinking and result in improved methods.

\$40,971,409, which are the largest in history.

The report noted that the net profit per dollar sale was less than 2/3c and slightly less than 1/4c per lb. of product sold. Regular cash dividends of \$1.40 per share were paid to stockholders.

Rath continued its program of improving and modernizing plant facil-



R. A. RATH



H. H. RATH

ties. During the year a new cooler building to furnish additional chill rooms and to provide increased facilities for the manufacture of sausage was erected, as well as several buildings for storage of packages and supplies which will permit one-floor operation and reduce the cost of handling these supplies. A new office building is nearing completion.

The income and surplus statements of the Rath Packing Co. for the year ended October 27, 1951, follow.

INCOME STATEMENT

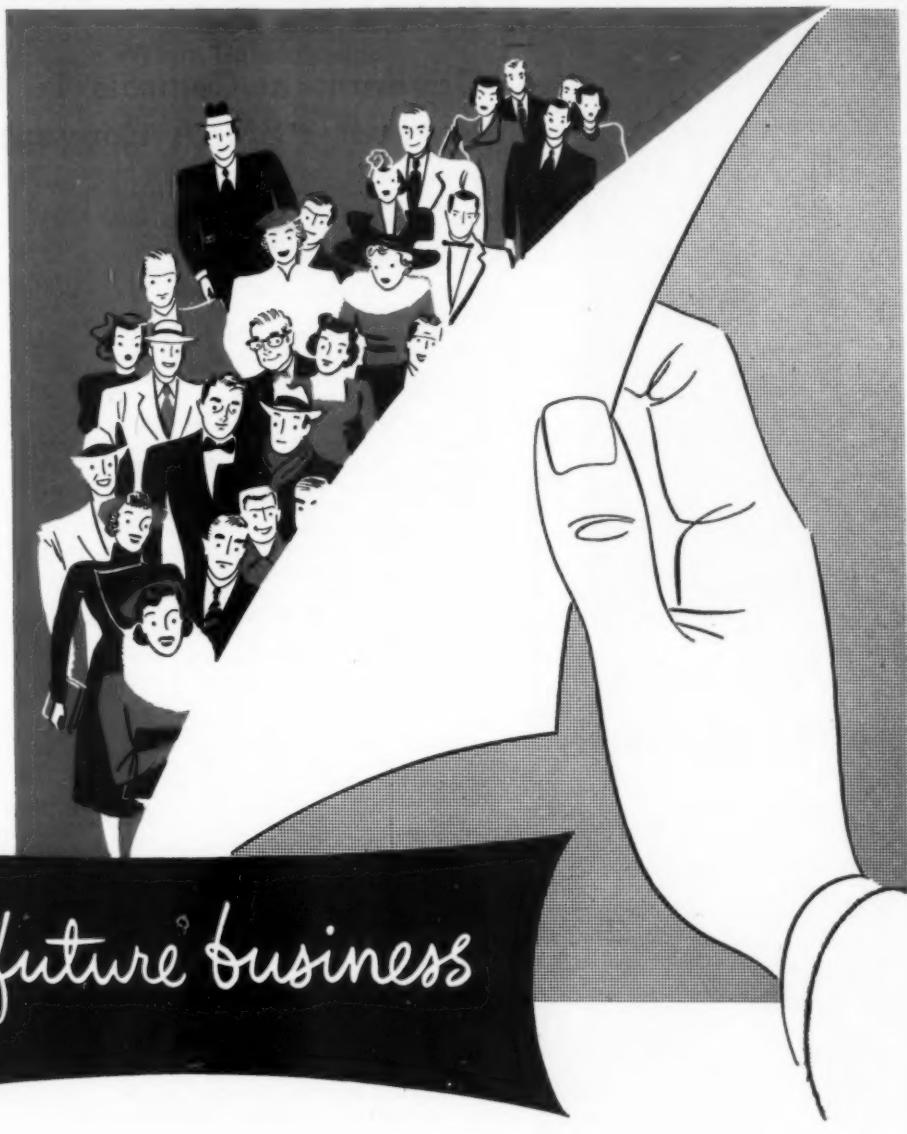
For the Year Ended October 27, 1951 (52 Weeks)	
Sales, less returns, allowances and freight out	\$243,381,389.00
Costs of sales, selling and delivery expenses and general and administrative expense, excluding depreciation charges	\$230,112,376.57
Depreciation charges	994,901.60
Interest expense	\$360,085.04
Less interest income	134,662.04
Federal income taxes	225,423.00
Total costs and expenses	1,480,000.00
Net income transferred to surplus	241,812,701.17
Net income transferred to surplus	\$ 1,568,688.73

SURPLUS STATEMENT

For the Year Ended October 27, 1951 (52 Weeks)	
Earned Surplus:	
Earned surplus—October 28, 1950	\$ 9,493,085.55
Add income for the year ended October 27, 1951	1,568,688.73
Deduct cash dividends paid, \$1.40 per share	\$11,061,774.28
Earned surplus—October 27, 1951	\$ 8,901,774.28
Paid-in Surplus:	
October 28, 1950 and October 27, 1951	4,888,811.28
Total surplus	\$14,690,585.56

Financial Notes

Cudahy Packing Co. has declared a regular quarterly dividend of \$1.12 1/2 on its 4 1/2 per cent cumulative preferred stock, payable January 15 to stockholders of record January 2.



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Government Controls To Be Chief Issue at WSMPA Convention

INDEPENDENT meat packers, wholesalers, processors and suppliers of the nine western states will get together in Los Angeles February 13, 14 and 15 for the sixth annual meeting of the Western States Meat Packers Association.

Government price controls and the necessity for removing them from the industry will form the chief topic of convention discussion, according to E. F. Forbes, association president, with price rollbacks on hides and tallow and the effect of new government meat grading standards also slated for attention. An array of internationally noted speakers and the largest exhibition of the newest developments in packinghouse machinery and equipment ever held in the West will feature the meeting, which will be held in the Biltmore hotel.

Forbes said he expected the meeting would draw an attendance of 3000. The Association now has over 400 member firms in the nine western states.

Convention speakers will include Allan B. Kline, president of the American Farm Bureau Federation; United States Senator Wallace Bennett of Utah; a high official of the U. S. Economic Stabilization Administration; Maj. Gen. John R. Deane, president of The Wine Institute; W. E. Williams, president of the Portland (Ore.) Union Stockyards, and Tony Whan, Los Angeles advertising man.

The meeting will open Wednesday, February 13, with meetings of the association's board of directors and special committees, with the spotlight on the beef and sausage industry. At the beef committee meeting Wednesday morning, Fred Beard, chief of the U. S. Meat Grading Service, U. S. Department of Agriculture, Washington, D. C., will talk over with a group of packers, livestock producers and retailers,

weaknesses which have developed in the federal meat grading standards. A forum will follow, at which ways of obtaining a more uniform understanding of the standards and their application will be sought by the participants.

The sausage industry will have its innings Wednesday afternoon, with three speakers and a panel discussion. The speakers will be M. C. Phillips, vice president of The Griffith Laboratories, Chicago, speaking on "Modern Trends in the Sausage Industry"; C. B. Jensen, chief engineer, Atmos Corp., Chicago, whose topic will be "New Air Conditioned Smokehouses"; and Tinsley T. Jepson, Los Angeles designer of food packages, speaking on "Packaging Should Be Designed to Sell the Product."

Thursday morning, Los Angeles Mayor Fletcher Bowron will welcome the convention to Los Angeles, with A. T. Luer, president, Luer Packing Co., Los Angeles, and association vice president, scheduled to respond on behalf of the packers. Henry J. Kruse, Seattle Packing Co., Seattle, Wash., will then report on his recent European trip, covering in particular his observations upon studying the meat rationing and price control situation in England.

An all-day tour of Los Angeles and Hollywood will be arranged Thursday for the ladies attending the convention. The tour will include visits to a movie studio, the Hollywood Bowl and Art Linkletter's "House Party" radio broadcast; lunch at the famous Farmer's Market, and an afternoon tour of movie stars' homes, Pacific Palisades, Will Rogers Ranch and Wilshire Boulevard.

At the Thursday afternoon session, Maj. Gen. Deane will speak on "Cooperation with Agriculture." Whan will give a talk on meat sales promotion and Williams will speak on "Live-



GLOBE-HOYHAM BOILERS

Insist on these features in the Ham Boilers you buy: Sanitary, heavy gauge stainless steel, one piece cover, easy to clean, no tilting and no repressing necessary. Speed up production and cut costs amazingly. Available from stock now!

Write for full details—or a trial mold

THE GLOBE COMPANY

4000 S. Princeton Ave.

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stock, Our Most Important Commodity."

After a business session of the association and election of officers Friday morning, Kline, one of the nation's outstanding farm leaders, will speak on "America's Meat, Today and Tomorrow"; Senator Bennett will discuss national issues of importance to the meat industry and a government speaker, as yet unannounced, will meet the controls problem head on in a speech entitled "Are Controls Necessary?"

Throughout the convention, there will be on display in the Biltmore hotel ballroom and foyer all the latest models of packinghouse machinery and equipment, while at their headquarters elsewhere in the hotel suppliers will extend hospitality facilities to visiting conventioners.

The meeting will be climaxed Friday evening with the association's annual dinner dance and floor show, to be held in the Biltmore Bowl. Leo Carrillo, motion picture star, will act as emcee for the show which will feature stars of screen, radio and television with music by a name band.

Find Bacon Retains Its Proteins in Cooking

Virtually no loss in nutritive value of the protein of bacon occurs when the product is cooked for eating, nor does it matter whether the bacon is medium-done or well-done. This conclusion was brought out in a study recently completed at the American Meat Institute Foundation.

The Foundation's division of biochemistry and nutrition conducted the study to determine: First, the effect of frying on the nutritional value of bacon, and, secondly, on the efficiency with which the body makes use of these protein nutrients. Weanling white rats were used as test animals. The study was made under the general supervision of B. S. Schweigert, chief of the division, with the collaboration of the Foundation's division of home economics.

A report of the results of the study was published in the November issue of the *Journal of Nutrition*.

OPS Denies Protests of Wilson Subsidiaries

The Office of Price Stabilization announced recently that Michael V. DiSalle, OPS director, has denied the protest of five wholly-owned subsidiaries of Wilson & Co., Inc., to their classification by OPS as combination distributors and not as hotel supply houses. The companies filing protests were Davidson Meat Co., Inc., Chicago and Los Angeles; Gotham Hotel Supply Co., New York city; Williams Meat Co., Kansas City; Jepsen Hotel Supply Co., Washington, D. C., and Ed Heuck Co., San Francisco.

OPS pointed out that it does not permit wholly-owned subsidiaries to qualify as hotel supply houses because savings effected all along the line as a result of their affiliation does not entitle them to the higher prices of Schedule II(a) under CPR 24.

In denying the protest of the Wilson subsidiaries, Director DiSalle left the way open for petitions for reconsideration filed for the purpose of challenging and rebutting data compiled by OPS. Such petitions must be filed within 30 days of the denial order date of December 19.

MID Amends Memo No. 52

In MID Memo 52, Supplement 4, the Bureau of Animal Industry has outlined use of fumigants, sprays, powders and baits in eradication of vermin in food plants.

Fumigation with Methyl Bromide Gas is permitted on the same basis and with the same restrictions as set forth in Memo 52 in respect to hydrocyanic acid gas.

Allethrin (allyl homolog of cinerin I) is acceptable on the same basis as pyrethrin, that is, in deodorized kerosene solution or other approved carrier, as described in Memo 52. N-Propyl Isome (di-n-propyl maleate isosafrole condensate) is acceptable on the same basis as piperonyl butoxide as described in Supplement 3 of Memo 52. N-Octyl Dicycloheptene Dicarboximide (Octacide 264) may be used on the same basis as piperonyl butoxide as described in Supplement 3 of Memo 52.

HAMILTON MIX COOKERS

• STEAM JACKETED — STAINLESS STEEL •



STATIONARY TYPE

• Hamilton Kettles are built to A.S.M.E. Specifications . . . designed for strength . . . constructed to give you year-in, year-out trouble-free service. Hamilton's double-motion mixing is speedy and thorough. Polished stainless steel safeguards against product contamination . . . assures long life.

• Send for complete specifications and information on HAMILTON MIX-COOKERS.



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DIRT-COST-TIME
LIKE THE ORIGINAL...

Kurly Kate.



Try the original Kurly Kate metal sponge. See how it quickly and thoroughly wipes away the most stubborn dirt. Remember it will not splinter or rust—never cuts hands—never injures metal or plated surfaces, thus adding life to equipment. Then you'll know why the original Kurly Kate tops all metal sponges for safety—efficiency, economy and speed.

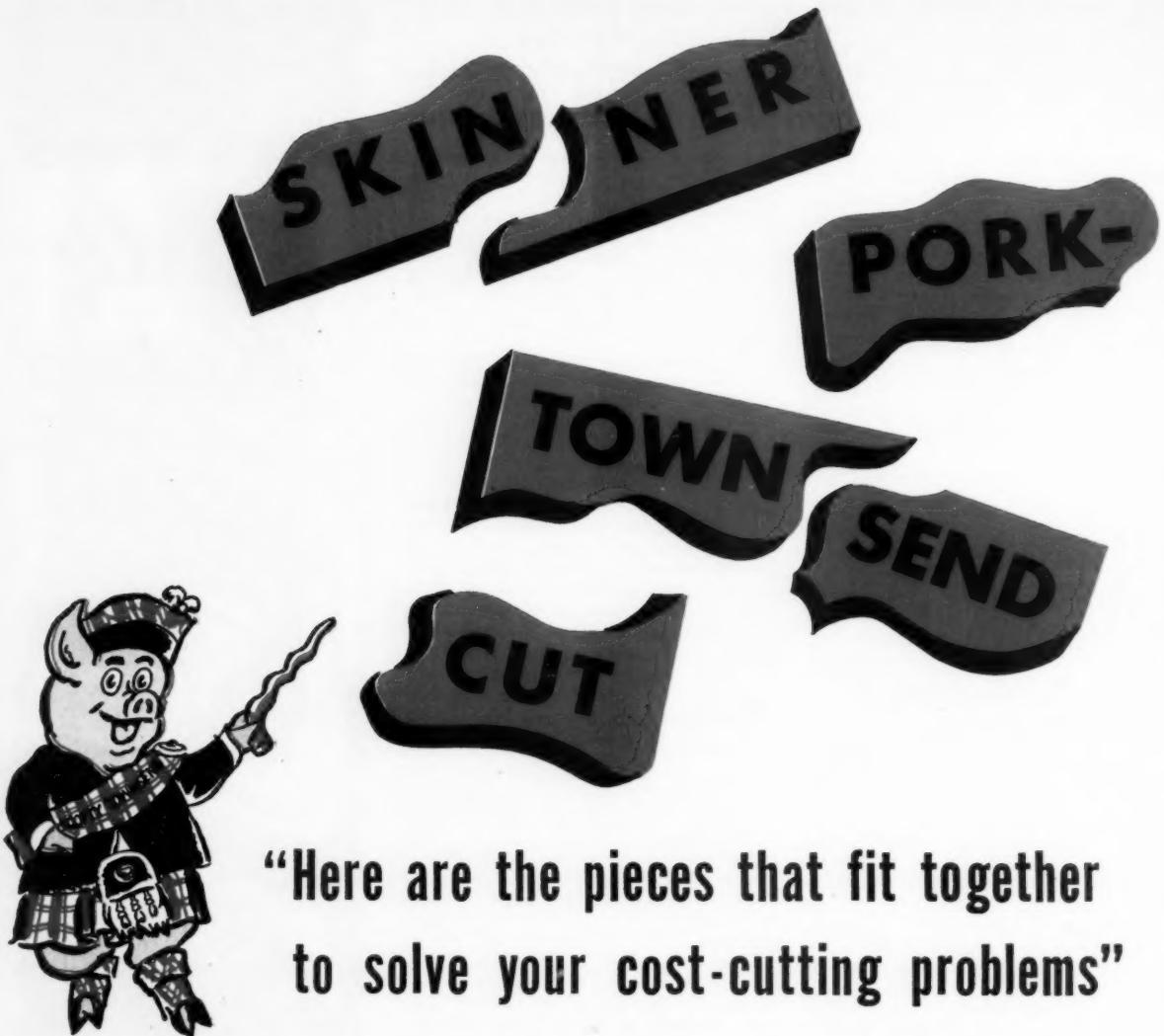
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Special Bronze
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**"Here are the pieces that fit together
to solve your cost-cutting problems"**

PACKING plants all over the country, both large and small, are finding the answer to their cost-cutting problems in the Townsend Pork-Cut Skinner, Model 35.

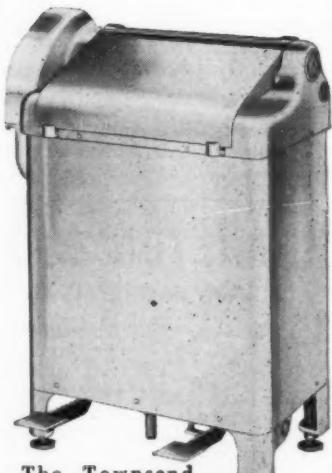
How does the Townsend solve these problems? Through increased yield at lower skinning cost. Increased yield is the result of unusually close trim. Lower skinning cost — the result of increased production. Cuts require no special preparation.

Prove to yourself in your own plant how the Townsend Model 35 can enable you to show a higher profit-margin in your over-all operation. Just ask us to send a machine for a 30-day test without obligation. Let the results speak for themselves.

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The Townsend Model 35 Pork-Cut Skinner, pictured above, is a worthy companion to the Townsend Model 52 Bacon Skinner and the new Townsend Model 66 Membrane Removal Machine.

MERCHANDISING

TRENDS AND IDEAS

Customers Pretty Much Alike

No Need to Fear Consumer Reaction to Self-Service Meat, Survey Reveals

DURING the postwar years in which self-service retailing of fresh meat has been substantially expanded, many surveys have been made to determine consumer acceptance. A recent study conducted by William R. Bennett, assistant professor of marketing, University of Alabama, had as its objective determining whether consumers who accepted the innovation of self-service meat differed significantly in certain characteristics from those who did not accept it.

Bennett concluded that there are no significant characteristics by which self-service customers and service customers can be distinguished. The main problem for meat dealers who are considering converting to the new method seems to be one of internal operating efficiencies, rather than fear of unfavorable consumer reaction, he stated.

For purposes of this survey, a housewife was assumed to have accepted the innovation if she purchased more than half her fresh meat at a self-service meat department. The attributes considered were selected on the basis of a careful investigation of the meat-buying habits of consumers.

The twin cities of Champaign-Urbana (population of 62,404), the home of the University of Illinois, were selected for the study. At the time of the survey—March and April, 1950—there were five self-service meat departments in the community.

By use of random numbers, 447 households were selected to interview. They were well distributed geographically. Of these 432 were completed. Interviewing was done by students in marketing at the University of Illinois.

Of those interviewed, 34 per cent indicated that they bought most of their fresh meat at a self-service meat department; 45 per cent at a single service meat department; 11 per cent at two or more meat departments or markets, and the remaining 10 per cent either half and half at service and self-service meat departments or else at no market in the twin cities.

The distance of a household from a store was not found to be related to acceptance of the innovation, but the greater the number of such departments in any geographic section, the more households were found that purchased most of their fresh meat in them.

There seemed to be no relationship between family income and acceptance

of self-service meats, although there was difficulty in obtaining reports on income.

It was found that the women who had less housekeeping experience accepted self-service meats more readily than more experienced housewives.

When telephone shoppers were excluded, no relationship was found between method of shopping and acceptance of the innovation. Persons who lived in the campus area were found to be no different from persons in other sections of the city in regard to self-service meats.

No relationship was apparent between size of family and self-service meat buying.

Of the 47 persons who told interview-

ers they bought less than half their fresh meat at any one store, 37 gave the reason as price and the others, quality or convenience.

The respondents were asked why they purchased most of their fresh meat at one store, if they followed that practice. Eighty-three per cent of the self-service customers gave reasons associated with the convenience of the store: near home, near work, buy groceries there, parking facilities; only 52 per cent gave this type of reason for trading at a service store. Of this latter group 10.2 per cent said they did so because purchases were delivered.

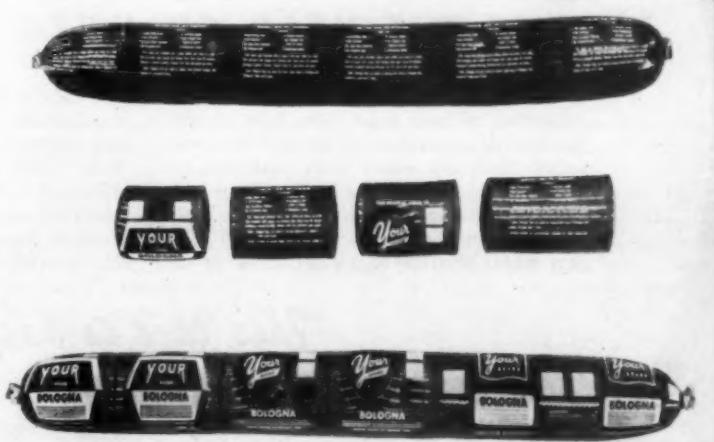
The quality of the meat sold was given as an important reason by 26 per cent of the self-service customers. A much higher proportion, 45 per cent, gave quality of meat as their reason for trading at a particular service store.

Very little evidence was found of any change in shopping habits because of the introduction of the new method of selling fresh meat. Thus, of 23 who had made a change, only three mentioned self-service as a reason. One-fourth of those who were purchasing most of their fresh meat at a self-service meat department expressed a dislike for the innovation. Their dislike, however, was not great enough to change their shopping habits. Stores that converted to self-service lost very few customers.

Recipes on Casings Stimulate Bologna Sales

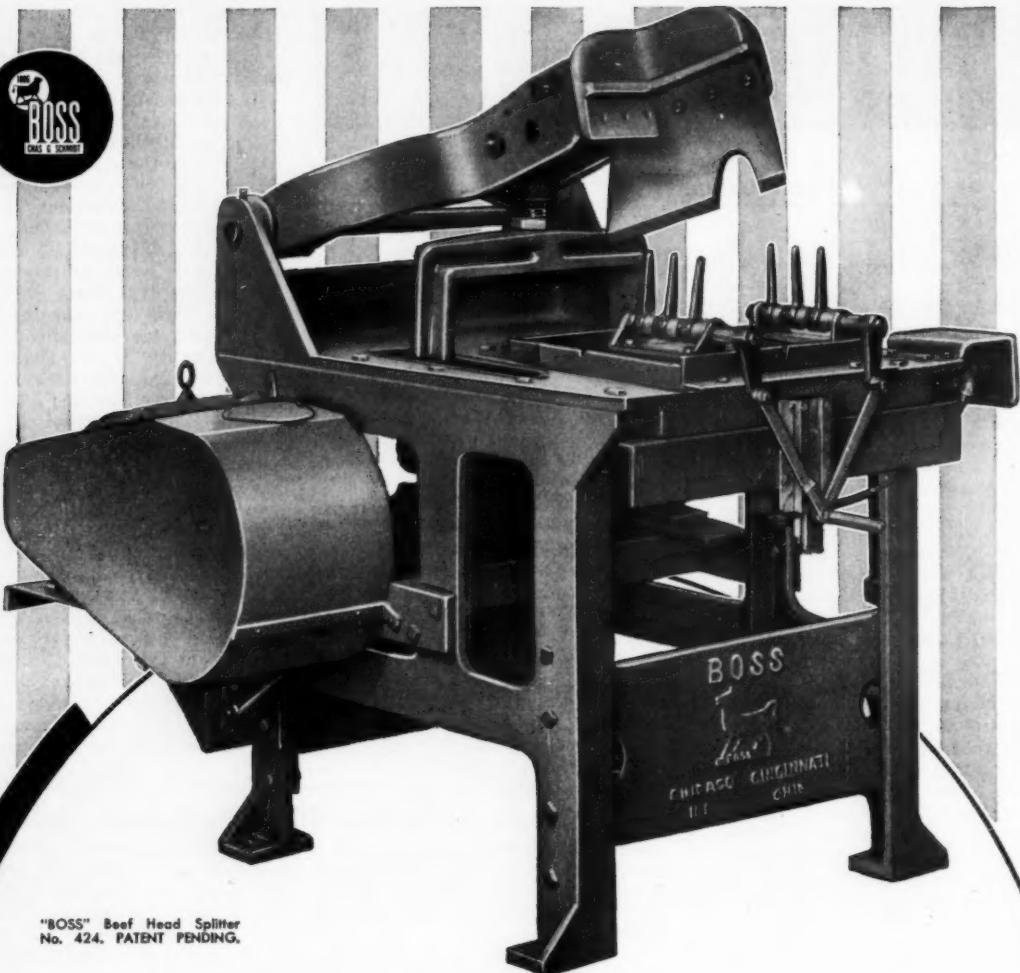
As part of its national campaign to promote the demand for more sausage in the winter months, Transparent Package Co., Chicago, has devised a newly printed casing for self-service sale of Bologna. Favorite recipes are printed on the back of these cellulose casings used for chub or chunk self-service items.

In the case of the 27-in. casing, there are six separate trade labels bearing the packers' name with six repeats of the recipe opposite each one. In



this way, whenever the dealer cuts off lengths of Bologna for his self-service case, a recipe will appear on each chunk.

For several years Tee-Pak has been promoting by national advertising, the use of Bologna and cooked salami in hot dishes. Thousands of recipe booklets have been distributed, on request, to housewives all over the country. Thousands of more women sent in their favorite recipes in response to a Bologna recipe contest sponsored by Tee-Pak last spring. Tee-Pak's new idea of recipe imprinting on Bologna casings is said to give greater appeal to the product and add to its merchandising possibilities.



"BOSS" Beef Head Splitter
No. 424. PATENT PENDING.

THIS IS THE HEAD SPLITTER YOU ASKED FOR

To you who have paid the yearly cost of operating a busy plant with light weight, fabricated equipment we present the head splitter that you would have designed for your own operations. The head splitter with stamina. The head splitter with a rigid, corrosion resistant, cast iron base. The "BOSS" BEEF HEAD SPLITTER NO. 424!

The "BOSS" NO. 424 offers all of the operating features, all of the safety features which you expect a key unit of equipment to provide. Many of its basic advantages are patented, and unobtainable in any other piece of equipment. And all are protected from the jar, vibration and corrosion of daily use by rigid, cast iron construction.

This fact is basic

The cost of manufacturing or processing equipment can only be reckoned in relation to units of work performed. The "BOSS" BEEF HEAD SPLITTER NO. 424 merits your close inspection. Write now for details of construction, operation, and safety.

Inquiries from the Chicago area should be addressed to The Cincinnati Butchers' Supply Company, 824 West Exchange Avenue, Chicago 9, Ill.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

UP & DOWN

THE MEAT TRAIL

PERSONALITIES and Events OF THE WEEK

►John Holmes, president, Swift & Company, is among the business executives who have been featured recently in the *Chicago Tribune* series on "How Men at the Top Won Their Place." The story is that of a single company man, who has spent his entire adult life working up from messenger boy to president. He has been with Swift 45 years. The weekly feature about business leaders appears each Saturday in the business news section of the *Tribune*.

►John Hartmeyer, vice president, Kuhner Packing Co., Muncie, Ind., was chosen to lead the March of Dimes campaign in Delaware County.

►A large group of children of the employees of Emge Packing Co., Anderson, Ind., were entertained at a party at the plant a few days before Christmas. Games and contests were enjoyed and the children were also shown through the plant. Santa Claus made his appearance and treats were given to all attending. The company expects to make the event an annual one.

►Fifteen of the drivers of the Durr Packing Co., Utica, N. Y., drove 398,000 miles in 1951 without an accident. Each driver was awarded a National Safety Council "Safe Driver Award" emblem and the company presented each with a \$50 Defense Bond. The company also presented a \$25 Defense Bond to drivers who have an accident-free record of from one to five years. The company's maintenance program is conducted by J. Orville Manley. All drivers receive special training before any assignment. No driver is allowed to start a trip unless he has had at least 11 hours of rest.

►Howard H. Rath, president, Rath Packing Co., Waterloo, Ia., has been elected a director of The National Bank of Waterloo.

►Wilson & Co. has begun killing hogs at its Kansas City, Kans. plant, in a new two-story brick structure. Completion of the building was delayed by the flood last July. Wilson had started beef killing operations early in December.

►Reorganization and expansion of the Livingston Packing Co., Livingston, Mont., has been announced by H. L. Neiter, new president of the board of directors. Vern Daniels and William

Hormel Announces Sickness and Accident Disability Plan

Geo. A. Hormel & Co. and Local 9 of the United Packinghouse Workers, CIO, have agreed upon a sickness and accident disability plan which covers all of the company's 8,000 employees. Hormel estimates it will cost the firm between \$250,000 and \$300,000 annually.

The new plan gives employees who are unable to work because of an accident or sickness 70 per cent of their normal 40-hour weekly pay for as long as 26 weeks. Because sickness benefits are not subject to income taxes, the disability pay actually may amount to 90 or 100 per cent of an employee's take-home base pay, depending on the number of his dependents and his tax bracket.

Disability benefits for employees will be paid for entirely by the company but employees will pay part of the cost for hospital benefits for dependents. The plan has been approved by the Wage Stabilization Board.

The plan, which went into effect December 24, replaces a sickness plan in force at Hormel since 1946 under which employees accumulated sick leave. Relatively few employees could "bank" as much time as 26 weeks, however.

Under its annual wage plan which has been in effect for 17 years, labor turnover has been reduced to about 2 per cent, the Hormel company stated. It guarantees 52 weeks' pay at 38 hours work a week. However, workers "bank" time worked after 30 hours without time-and-one-half pay, against weeks when they work less than 38 hours.

DeHoog are the other members of the board of directors. John Swindle has been appointed manager.

►An article forecasting the outlook for the meat industry for 1952 written by George W. Stark, president, Stark Wetzel & Co., Indianapolis, appeared under his by-line in December 30 Sunday edition of the *Indianapolis Star*.

►Dr. W. A. Young, secretary of Livestock Conservation, Inc., and Dr. J. R. Pickard, general manager, Livestock Conservation, participated in the annual convention of the American Humane Association held recently at Cleveland.

►Mason T. Rogers, who retired recently as packaging and merchandising director of Dewey and Almy Chemical Co., announced that he is opening

C. A. Burmeister Retires After 40 Years with USDA

Charles A. Burmeister, widely known livestock marketing and production expert, retired December 31 after 40 years with the U.S. Department of Agriculture.

After graduating in 1908 from Texas A & M college, Burmeister taught for awhile. He joined the USDA in 1911. In the years since he has been a leader in almost every government project involving live-

stock. The first employee in livestock market reporting, he helped set up the Department of Agriculture's nationwide market reporting service in 1915.

Burmeister also pioneered livestock price forecasting and outlook work and was the first chairman of the hog and livestock outlook committee. In the late 1920's he helped start nationwide radio broadcasts on the livestock market. Since 1945 he has been with the livestock branch of the production and marketing administration. His periodic reviews of the agricultural economic situation appeared regularly in *THE NATIONAL PROVISIONER*.

Burmeister was active in civic life. He served as president of the Forest Hills Citizens Association for several terms and is presently secretary-treasurer of the Agricultural Historical Society. He plans to garden and work on a book on livestock economics.

a general merchandising consulting office in Cambridge, Mass.

►K. F. Voight, manager of the Tobin Packing Co. plant at Estherville, Ia., has been elected a vice president of the company.

►Michael J. Flynn, who spent his entire business life in the packinghouse industry in New York city, died December 30. His age was 61. He represented Oscar Mayer & Co., Madison, for 17 years and was connected with Groeneveld Co., Inc., New York, for the past five years. He was well known throughout the meat packing and allied industries.

►Robert H. McKinney has joined the Davidson Commission Co., Chicago. For 21 years McKinney was associated with The Cudahy Packing Co. in the



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Beauty is more than skin deep; you see it in every Batavia refrigerated body! For inside it is built, not to average needs, but to your firm's specific requirements. Batavia design engineers give meticulous consideration to ALL factors of better service for you: Your package design, route requirements, loading conditions, type of product. This is one more vital reason why it pays to buy, it pays to be served by, Batavia custom-built refrigerated bodies!



**BATAVIA BODY
COMPANY**
BATAVIA 6, ILLINOIS



ONLY THE BEST GOES INTO BATAVIA

fats, oils and pharmaceutical divisions, in both a technical and administrative capacity.

► **John William Pehler**, 45, general plant superintendent of the Armour unit in Tifton, Ga., for the last 14 years, died recently, following a stroke. He was a prominent civic leader and had served as director of many fundraising campaigns.

► **William F. Terwilliger**, retired sales representative of Armour and Company, Coldenham, N. Y., died recently.

► **Appointment of Dr. Byron T. Shaw** as administrator of the USDA's Agricultural Research Administration has been announced by **Charles F. Brannan**, secretary of agriculture. Shaw succeeds **Dr. P. V. Cardon**, who has retired following a career of 42 years as researcher, teacher and administrator.

► **Charles Jacob Wagner**, who retired 13 years ago as a salesman for Swift & Co., died recently at his home in Long Beach, L. I., N. Y.

► **George C. Picardi**, 39, a salesman for King & Co., Jersey City, N. J., died recently.

► **Arnold A. Brown** of Geo. A. Hormel & Co., conducted instruction in meat department methods in the first course in retail food store operation given in Lancaster, Pa. for grocers. Brown is in the Philadelphia office of Hormel.

► **Local & Western Shippers**, Dallas, Tex., distributors of packinghouse and dairy products, have recently obtained representation of quality brands of pure cane sugar which will be stocked in various centrally located warehouses in the Southwest.

► **John A. Stroud**, 63, Savannah, Ga., manager for Wilson & Co., died recently.

► **Thomas Vincent**, traffic manager, Rath Packing Co., Waterloo, has been elected a director of the Iowa Industrial Traffic League.

► **E. E. Reardon** has built a small processing plant near Decorah, Ia., to slaughter cattle, hogs and sheep as well as some wild game.

► **Leroy Riddle**, secretary-treasurer, Medford's, Inc., Chester, Pa., died December 26 at his home. He was 52.

Kingan Given Recognition For Service to Community

In a special year-end issue, the *Indianapolis Star* gave recognition to firms in that city which had been in business 50 years or more, among them Kingan & Co. An article on the company's history points out that, as one of the top ten packers in the nation, Kingan pioneered in a host of "firsts" for the industry—from the days in 1868 when **Thomas D. Kingan** helped develop warm-weather refrigeration. The Indianapolis business was established in 1862, but its origin goes back to 1845 when a plant was started at Belfast, Ireland.

The American company has several holders of the American Meat Institute's gold pin for 50 years with the industry, including **W. R. Sinclair**, board chairman. The first woman in the packing industry to receive a 50-year button was a Kingan employee, Miss **Katie Crahan**.

► **Charles H. Gifford**, 63, a retired district auditor for Swift & Company, Boston, died recently.

► The South Omaha Merchants Association, Omaha, Nebr., is seeking to have a \$300,000 rendering plant built in the stockyards area but many residents of the area are protesting. **Harry B. Coffee**, president of the Union Stock Yards Co., pointed out there is only one rendering plant in South Omaha and there is need by the packers for this allied industry.

► The Purdue University Livestock and Meat Caravan is scheduled to visit many Indiana counties during January and February. The caravan contains displays designed for instruction in livestock production and marketing and meat cookery. Purdue specialists accompany the caravan to answer questions.

► The Quebec, Canada provincial government has granted \$150,000 to the Saguenay Abattoirs, as a subsidy because of the value of the enterprise to livestock producers.

► Several meat packing and wholesale companies have been incorporated

Custom's

TIMELY TIPS

ABOUT PORK SAUSAGE

The very heart of your pork sausage business lies in the seasoning you use . . . are you sure you are using the seasoning that is *right* for your product? The seasoning that suits your customers' taste to a T?

The profitable sausage season is at hand. Your customers are looking forward to the aromatic sizzle of tasty sausage in their skillets. But the appeal of sausage *sizzling* doesn't win repeat sales unless the *cooked* sausage fulfills its promise. And this promise of flavorful, appetizing, taste-tingling sausage cannot be fulfilled when good flavor is left in the frying pan. Avoid this waste . . . capture every bit of the fine flavor. Use CUSTOM-seasoned pork sausage . . . the sausage with the sealed-in flavor! The best way, the only way to make *all* your customers *steady* customers is to give them *all the flavor*—not just a portion of it. The sure way of doing this is to season your pork sausage with CUSTOM's pork sausage seasoning! Use CUSTOM's pork sausage seasoning and assure yourself of profitable, repeat business all season long.

We specialize in making seasonings to suit your trade's particular taste. These special seasonings enable you to build your fresh pork sausage into a highly profitable specialty-of-the-house.

Let CUSTOM's staff of experts use their years of experience to develop a special pork sausage seasoning for you. They will work out a specific formula for your product. This carefully planned formula is then placed in our files and all your future orders are filled according to it . . . it becomes *your* formula and yours alone. Consult your CUSTOM representative soon and start cashing in on CUSTOM-flavored pork sausage.

Custom Food Products, Inc.

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PULCHRITUDE combined with free pork sausage caused these jammed aisles in Tom's Quality Market in Detroit. According to reports, customers—mostly male—fought with one another to receive samples of Peters new skinless pork sausage from Mrs. Michigan of 1951-52.

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BRAND

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under New York state laws: Paragon Provision Co., New York City, by Louis J. Almon, Murray Ehrlich and Ruth Korsnes, whose addresses are 45 John st., New York city; Lee Beef Corporation, Kings, N.Y., by A. M. Myers, Seymour J. Shapiro and Yetta Frankel, whose addresses are 277 Broadway, New York city; K & R Pork & Provision Co., Bronx, N.Y., by George Firestone, Irving L. Ruskin and Mary Spira, whose addresses are 1440 Broadway, New York city; First Brothers, New York, N.Y., by Albert P. Singman, Maxwell Handelsman and Murray Bein, whose addresses are 19 W. 44th st., New York city; Crescent Quality Meats, New York city, by Nettie Byron, Rose Ring and Estelle Collen, whose addresses are 67 W. 44th st., New York city; Reiter & Schmarts, Queens, N.Y., by Julius Reiter, David Schwartz and Harold Beckelran, 1895 Walton ave., Bronx, N.Y.; Benjamin Winkler, Kings, N.Y., by Benjamin and Minnie Winkler, 1169 Forty-third st., Brooklyn, and Sidney Gartenberg; S & B Meat Products, Kings, N.Y., by Samuel Stein, 280 Broadway, New York city; Edward Soshnick and Philip Braunstein; Jay-Zee Packing Corp., New York city, by Joseph Kosofsky, Rose Frank and Sol Feder, 408 W. 14th st., New York city, and Hillside Beef Co., Queens, N.Y., by Jacob A. Singer and Albert Sacklow, 186 Joralemon st., Brooklyn, and Catherine Ladubec.

►A gas explosion in the smokehouse of Mouret Packing Co., Opelousas, La., recently, completely destroyed the six smokehouses and an area of approximately 75x75 ft. of one corner of the plant. The smokehouses are being replaced by the Julian Engineering Co. with modern stainless steel panel-type units.

►Joseph Wagenheim, Atlantic City, N. J., exhibited steaks, roasts and sides of beef from the champions of the Chicago International Livestock Exposition. The exhibit is an annual event of the firm during the holiday season.

►Penn Meat Packing Co., Philadelphia, recently had its charter of incorporation amended to change its name to the Grand Union Stores of Pennsylvania, with offices in Philadelphia.

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Renderers Quiz DiSalle On Tallow Price Rollback

Further protesting the rollback in tallow and grease prices which OPS has said it is contemplating, the National Renderers Association this week sent another plea to Michael V. DiSalle, administrator, Office of Price Stabilization. F. B. Wise, secretary-treasurer of the association, specifically asked DiSalle if a rollback is also contemplated on other domestically produced fats and oils. He also asked to be advised what weight OPS will give to the official communication reported filed with the agency by the Department of Agriculture protesting the contemplated rollback of tallow prices.

Wise's letter referred to the response made by Arval Erikson of the OPS to a telegram inquiring "who would get the benefit of the 20 per cent differential between the contemplated 30 per cent rollback of tallow ceiling prices and the 10 per cent rollback of soap prices." Wise continued:

"Mr. Erikson's reply has let the cat out of the bag as to where the tallow ceiling rollback plan originated. He states that 'the cost of tallow represents less than half the cost of soap and the fact that tallow prices have declined does not mean that other materials used by a soap maker have also declined, nor does it mean that the cost of labor, facilities, interest, rent, etc. have declined.' How is it that you are so ready to recognize increases in the cost of production of soap and yet in your recent memorandum to the Joint Senate-House Committee on Defense Production you baldly asserted that tallow has no 'cost of production?' The members of the independent rendering industry insist that there is a cost of producing tallow, your belief to the contrary notwithstanding, and they expect to see that this fact is recognized.

"We are looking forward with a great deal of concern to the reported announcement of the new tallow ceilings. You have implied that the present tallow price ceiling of 15c per pound is excessive and based upon speculative considerations; does it not then follow that the present ceiling prices for other domestically produced fats and oils such as lard, fish oil, cottonseed oil, corn oil and soybean oil are similarly excessive and speculative since their ceilings are in each case at a higher level than that of tallow?"

USDA Annual Handbook

The livestock branch of the Department of Agriculture has issued its eighteenth annual "Livestock Market News Statistics and Related Data" handbook. It contains statistics on livestock on farms and ranches as of January 1; livestock receipts at public markets; federally inspected slaughter by months; cold storage holdings of meat and lard; exports and imports of meat; farm prices of livestock and wholesale and retail prices of meat; meat production and consumption; and average weights and yields by classes.



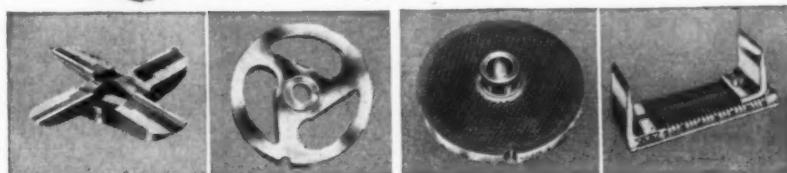
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Pictured below is SPECO's C-D Cutmore—top quality knife in the low-priced field. Outwears, out-performs costlier knives.

There are six SPECO knife styles . . . a wide variety of SPECO plate styles—in a complete range of sizes for all makes of grinder. All SPECO products are guaranteed.

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Look to H. J. Mayer for advice in selecting the seasoning formula that puts the most "sell" in your pork sausage. Mayer's Special Seasonings for pork sausage are available in all the different types and styles checked on the chart below. Now you can make those plump, pink piglets that steal the show in any show case . . . and flavor them to *your* customers' particular taste. Write today for detailed information.

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	Regular Strength	Light Sage	No Sage	Southern Style
NEW WONDER (regular type)	✓	✓	✓	✓
NEW WONDER (So-Smooth type)	✓	✓	✓	✓
WONDER (regular type)	✓	✓	✓	✓
WONDER (So-Smooth type)	✓	✓	✓	✓
SPECIAL (regular type)	✓		✓	✓
SPECIAL (So-Smooth type)	✓		✓	✓
OSS (Completely soluble)	✓	✓	✓	✓

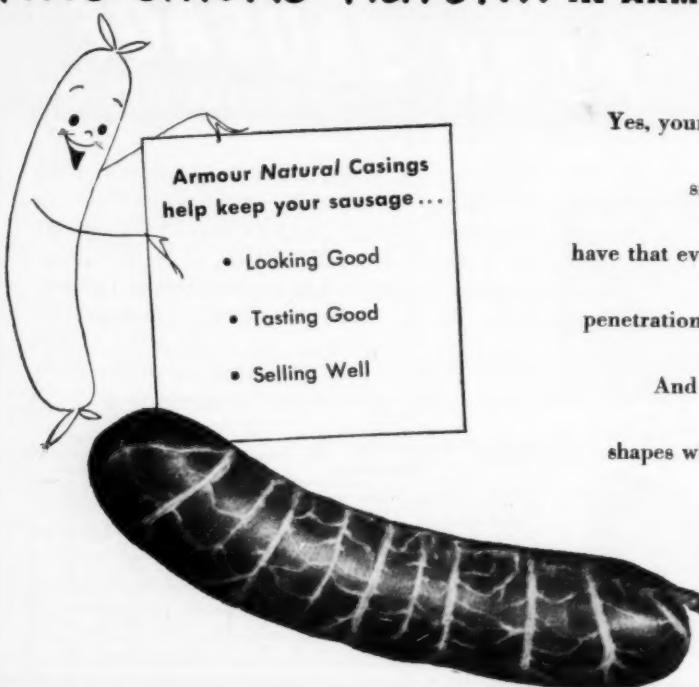
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smoke flavor, because Armour Natural Casings

have that even porosity that insures maximum smoke

penetration — gives your sausage a delicious, tangy flavor.

And their wide variety of uniform sizes and

shapes will fit all of your needs.

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**ARMOUR
AND COMPANY**

State Sewage Program Getting Cooperation

More than \$150,000,000 has been and is being spent for sewage and industrial waste treatment works throughout Pennsylvania since the state's clean streams program was started in 1944, Dr. Russell E. Teague, secretary of the Pennsylvania State Health Department, told a symposium on stream pollution and industrial wastes held in Philadelphia recently in conjunction with the 118th meeting of the American Association for Advancement of Science.

A "practical method" for handling waste from 1,300 small slaughterhouses scattered throughout Pennsylvania is about ready for distribution, he said, as a result of a research project supported by the State Sanitary Water Board at Pennsylvania State college. Dr. Teague indicated that the study would be widely employed by other states which have been troubled with the same problem.

"The general public demands clean streams," Dr. Teague declared. "Municipal officials in general understand this and are planning to provide treatment for their wastes; industry is cooperating. Concrete evidence of this may be noted in the fact that since the clean streams program was begun in 1944, in excess of \$150,000,000 has and is being spent for sewage and industrial waste treatment works throughout the state. This money is probably equally divided between sewage treatment works and industrial water systems."

Supreme Court Turns Down Safeway Appeal

The Supreme Court has refused to accept an appeal by Safeway Stores, Inc., asking that it decide whether the Capehart amendment to the economic controls law applies to retailers. Earlier, the Emergency Court of Appeals threw the case out for lack of jurisdiction.

The amendment in question allows "any person" to apply to OPS for adjustment of ceiling prices in order to reflect the highest price he got for his product between January and June, 1950, plus any increases in costs up to July 26, 1951. OPS had contended this would require it to set individual ceilings for every applicant, which would be an impossible load on the agency. OPS attempted to get the amendment changed during the last session of Congress.

Under the Capehart amendment, Safeway filed applications asking for price ceiling increases in about 1,050 of its stores. When OPS, according to Safeway, did nothing about the applications, it filed a suit to force OPS to grant or deny its petitions. OPS held that retailers are covered by the Herlong amendment which allows wholesalers and retailers to continue to realize the same percentage margins.

Take an interesting few minutes trip up and down the Meat Trail.

List 25 Non-Financial Ways in Which Business Firms Can Serve Employees

Non-financial incentives—but concrete ideas—that may increase employee satisfaction were presented in a recent article by John B. Bennet in *Mill & Factory*. His discussion concerns the working environment and conditions in the plant; recreational and service facilities; extra service for employees and "minor" policies for good human relations. He lists many extra services which are not required or even expected by employees, pointing out that people like especially something which is unexpected. Most of these services cost the company very little. Among these are the following:

1. Employee housing is a field where

Corn Cob Atmosphere Sparks Down-on-Farm Promotion

A down-on-the-farm breakfast, styled for cold weather appetites and geared to economy budgets, will be promoted nationally during January by Armour and Company. Designed to please even the biggest eater in the family, the breakfast includes family



Farm dress, complete with corn cob pipe, helps Armour Salesman Frank Marzek line up Dealer Jack Sobbe of Sobbe's Certified Super Mart, Chicago, for big January "Down-on-the-Farm" breakfast pork sausage and egg promotion.

style servings of pork sausage, fried eggs, pan fried potatoes, sugared doughnuts, milk, coffee and apples.

An individual serving of two large eggs and two pork sausage links will cost only about 21¢ at average retail prices, Armour estimates.

A full-page, full color ad in the February 2 *Saturday Evening Post* will illustrate the hearty meal. Retailers will be provided with supporting point-of-sale material, including store banners, meat case strips and advertising mats.

To lend authentic rural atmosphere to the promotion, thousands of Armour salesmen will be "armed" with corn cob pipes when they present the promotion to retailers.

management's help is often needed.

2. Transportation to work should be arranged, especially for new employees.

3. Check cashing services should be made available at the plant.

4. Selling stamps to employees at the plant is a valuable service, easily provided.

5. Tax returns of employees could be prepared with the assistance of company experts.

6. Hotel and travel reservations for employees could be made by the company.

7. Birthdays and anniversaries of employees could be remembered by sending a card or a small gift. Christmas cards could also be sent.

8. Company facilities could be made available for recreational purposes after working hours.

9. Theater and amusement tickets at reduced prices can often be obtained by companies.

10. Shopping services can often be arranged for group purposes at reduced prices.

11. Special purchases from customer vendors of affiliated firms can be arranged by the purchasing department.

12. Group insurance plans are offered by most companies.

13. Savings plans can be offered employees.

14. Small loans could be financed by the companies for its employees.

15. Taking sick employees home in a company car or taxi constitutes a nice gesture.

16. Family counseling services often enable the employer to improve the employees' home life.

17. Courses organized by the company will enable employees to equip themselves for better jobs.

18. Tuition payments should be made for employees trying to improve their skill and knowledge.

19. Guest house for employees' relatives and visitors could be maintained, especially by companies located in small towns.

20. Free coffee will be appreciated, especially by night shifts.

21. A radio program with employee participation could be put on by local radio stations with the company's support.

22. Employee publications or house organs are valuable aids in gaining employee interest and loyalty. News letters on important company developments should be mailed employees.

23. Group pictures of departments should be taken from time to time to increase the workers' feeling of belonging.

24. Employee handbooks on company policy and operation clarify worker views on the company.

25. Recreational group activities should be sponsored by management. Open houses will bring the home and company closer together.

Inspected Meat Production Drops To 4-Month Low During Holiday Week

MEAT production for the week ended December 29 was the smallest in about four months, figures released by the U.S. Department of Agriculture indicate. The decrease was attributed largely to suspension of slaughter over the holiday and icy roads and heavy snows which hampered the marketward movement of

000-lb. output of a week ago and 4 per cent under last year's 308,000,000-lb. production for the corresponding December period.

Cattle slaughter of about 198,000 head registered a 42,000 head drop from the previous week and 22,000 head less than a year earlier. A total of 111,000,000 lbs. of beef was pro-

500,000 lbs. compared with 8,800,000 lbs. the preceding week and 6,700,000 lbs. last year.

A total of 1,255,000 hogs were slaughtered during the week for a 392,000 head decrease from the previous week, but 9,000 head more than during the corresponding week of 1950. Pork production of 171,000,000 lbs. tallied exactly with a year ago, but fell 51,000,000 lbs. below a week ago. Processors turned out 43,900,000 lbs. of lard compared with 56,000,000 lbs. last week, and about the same amount a year ago.

Sheep and lamb kill amounted to 156,000 head against 168,000 for the previous week and 192,000 head last year. Lamb and mutton production for the three weeks under comparison was 7,300,000, 7,700,000 and 8,800,000 lbs., respectively.

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended December 29, 1951, with comparisons

Week Ended	Beef		Veal		Pork		Lamb and Mutton		Total Meat	
	Number	Prod.	Number	Prod.	Number	(excl. lard)	Number	Prod.	Number	Prod.
	1,000	mill. lb.	1,000	mill. lb.	1,000	mill. lb.	1,000	mill. lb.	1,000	mill. lb.
Dec. 29, 1951	198	111	53	5.5	1,255	171	156	7.3	295.0	
Dec. 22, 1951	240	132	81	8.8	1,647	222	168	7.7	371.0	
Dec. 30, 1950	229	129.2	65	6.5	1,252	176.5	196	8.8	321.0	

AVERAGE WEIGHT (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		LARD PROD.	
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	Per cent	Total lbs.
Dec. 29, 1951—Not available due to holidays										
Dec. 22, 1951	1,010	551	200	100	239	135	97	46	14.2	43.9
Dec. 30, 1950	1,020	564	180	100	251	141	96	45	14.7	43.9

livestock. Cattle slaughter was the smallest since midsummer and calf slaughter the smallest of the year. Hog slaughter, too, was down sharply.

The estimated production of 295,000,000 lbs. of meat was a 21 per cent decrease compared with the 371,000,-

duced during the week compared with 132,000 for the preceding week and 120,000 a year ago.

Calf slaughter dwindled to 55,000 head against 81,000 for the previous week and 66,000 a year ago. Production of inspected veal amounted to 5,

HOG COSTS DECLINE; MARGINS IMPROVE IN HOLIDAY WEEK

(Chicago costs and credits, Monday and Wednesday of this week.)

Only a slight drop in the product values in all weights of hogs tested, coupled with a drastic reduction in the cost of live hogs, resulted in vastly improved cutting margins. Heavier weights were the only class still showing minus values.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for Monday and Wednesday.

180-220 lbs.			220-240 lbs.			240-270 lbs.						
Pct.	Value	Pct.	Value	Pct.	Value	Pct.	Value	Pct.				
Live per wt. lb.	Price per cwt. alive	Price per cwt. yield	Live per wt. lb.	Price per cwt. alive	Price per cwt. yield	Live per wt. lb.	Price per cwt. alive	Price per cwt. yield				
Skinned hams	12.7	44.7	\$ 5.69	\$ 8.08	12.7	44.7	\$ 5.68	\$ 7.91				
Picnics	5.7	28.3	1.62	2.29	5.5	20.2	1.44	2.02				
Boston butts	4.3	37.0	1.59	2.26	4.1	34.5	1.47	2.00				
Loins (blade in)	10.2	40.1	4.10	5.85	9.9	39.2	3.88	5.44				
Lean cuts	...	\$13.00	\$18.48	...	\$12.47	\$17.37	...	\$11.67				
Bellies, S. P.	11.1	2.55	2.83	4.05	9.6	24.4	2.38	3.20				
Bellies, D. S.	...	...	...	...	2.1	19.7	.41	.58
Fat backs	...	...	...	...	5.2	18.0	.42	.59
Plates and jowls	2.9	10.6	.31	.44	3.1	10.6	.30	.44				
Raw leaf	2.3	12.1	.28	.38	2.2	12.1	.27	.38				
P. S. lard, rend. wt. 13.9	12.6	1.75	2.51	12.4	12.6	1.56	2.18	10.4				
Fat cuts & lard	...	\$ 5.18	\$ 7.38	...	\$ 5.34	\$ 7.42	...	\$ 5.04				
Spareribs	1.6	37.2	.60	.86	1.6	35.8	.57	.82				
Regular trimmings	3.8	16.2	.54	.75	3.1	16.2	.50	.68				
Feet, tails, etc.	2.0	11.2	.29	.32	2.0	11.2	.22	.32				
Offal & misc.	...	.75	1.20	...	.75	1.19	...	.75
TOTAL YIELD & VALUE	70.0	...	\$20.20	\$28.90	71.5	...	\$19.85	\$27.76	72.0	...	\$18.56	\$25.77
Per cwt. alive	Cost of hogs	\$18.42	Per cwt. cond.	\$18.13	Per cwt. handling	\$17.53	Per cwt. fin.	\$18.76	Per cwt. fin.	\$20.05		
Condemnation loss10	fin.	.10	yield	.13	yield	.10	yield	.15	.10	
Handling and overhead	1.36	...	yield	1.22	yield	1.13	yield	1.13	yield	1.45	1.30	
TOTAL COST PER CWT.	\$19.88	\$28.40	\$19.45	\$27.20	\$18.76	\$26.05						
TOTAL VALUE	20.20	28.90	19.85	27.76	18.56	25.77						
Cutting margin	+\$ 8.41	+\$ 8.59	+\$ 8.40	+\$ 8.56	-\$.20	-\$.28						
Margin last week	-.75	-.107	-.90	-.113	-.139	-.193						

	Dec. 29 stocks as Percentages of Inventories on	
	Dec. 15	Dec. 31
BELLIES	105	109
Cured, D. S.	119	123
Cured, S.P. & D.C.	97	77
Frozen-for-cure, regular	122	31
Frozen-for-cure, S.P. & D.C.	142	155
Total bellies	120	113
HAMS	114	113
Cured, S.P. regular	100	50
Cured, S.P. skinned	92	95
Frozen-for-cure, regular	200	67
Frozen-for-cure, skinned	162	87
Total hams	114	90
PICNICS	113	67
Cured, S.P.	135	125
Total picnics	132	138
FAT BACKS	106	92
D. S. CURED	106	92
OTHER CURED AND FROZEN-FOR-CURE	107	59
Cured, D. S.	96	65
Frozen-for-cure, D. S.	325	93
Frozen-for-cure, S.P.	105	85
Total other	106	73
BARRED PORK	100	50
TOT. D. S. CURED	114	103
TOT. FROZ. FOR D. S. CURE	185	109
TOT. S. P. & D. C. CURED	96	81
TOT. S. P. & D. C. FROZ.	142	123
TOT. CURED & FROZEN-FOR-CURE	118	100
FRESH FROZEN	100	50
Loins, shoulders, butts and spareribs	135	110
All other	152	130
Total	143	118
TOT. ALL PORK MEATS	122	103
RENDERED PORK FATS	97	86
LARD	128	66

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Creamery Butter (churned fresh daily for 40 years) plus a top quality line of cheese — Sharp, Pimento, American, Cheddar Horns, Cheddar Daisies, and Rosedale American Cheese Food — give you a complete fast-selling line.

Some good distributor territories now open. Write for details.

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536 Livingston St. Cincinnati 14, Ohio

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Complete with
Four 3" Rubber Tired
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\$6150

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Complete with
Two Stainless Steel
Wearing Strips
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31" L x 21½" W x 14¼" H

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MEAT and SUPPLIES PRICES CHICAGO

WHOLESALE FRESH MEATS CARCASS BEEF

Native steers	Jan. 3, 1952
Prime, 600/800	56 @ 56 1/2
Choice, 500/700	54 1/2 @ 56
Choice, 700/900	53 1/2 @ 54 1/2
Good, 700/800	51 @ 51 1/2
Commercial cows	43 1/2 @ 44
Can. & cut	42 1/2 @ 44
Bulls	48 1/2 *

STEER BEEF CUTS*

(*Ceiling base prices, f.o.b. Chicago)

Prime:	
Hindquarter	64.9
Forequarter	51.5
Round	61.0
Trimmed full loin	90.5
Flank	80.0
Cross cut chuck	50.4
Regular chuck	65.0
Foreshank	32.0
Brisket	43.0
Rib	75.0
Short plate	22.0
Buck	60.3
Triangle	47.1
Arm chuck	51.8
Untrimmed loin	69.5
Choices:	
Hindquarter	61.9
Forequarter	50.4
Round	61.0
Trimmed full loin	82.5
Flank	30.0
Cross cut chuck	50.4
Regular chuck	65.0
Foreshank	32.0
Brisket	43.0
Rib	68.0
Short plate	32.0
Buck	58.4
Triangle	47.1
Arm chuck	51.8
Untrimmed loin	64.0

(*Ceiling base prices, f.o.b. Chicago)

BEEF PRODUCTS*

Tongues, No. 1	27.8*
Brains	8 @ 8
Hearts	32 1/2 @ 33
Livers, selected	58 @ 60, 80*
Livers, regular	48 @ 50*
Tripe, untrimmed	12.3*
Tripe, cooked	15.8*
Lips, scalded	19.3*
Lips, unscalded	18.3*
Lungs	6 1/2
Melts	6 1/2
Udders	5.5

(*Ceiling base prices, loose, f.o.b. Chicago.)

BEEF HAM SETS*

Knuckles	66.10*
Insides	66.10*
Outsides	64.10*

(*Ceiling base prices, f.o.b. Chicago.)

FANCY MEATS

(l.e.l. prices)	
Beef tongues, corned	.44 @ 47
Veal breads, under 6 oz.	.78 @ 90
6 to 12 oz.	.85 @ 90
12 oz. up	.88 @ 90
Calf tongues	37.00 @ 38.80
Lamb fries	.72
Ox tails, under 1/2 lb.	25.8*
Over 1/2 lb.	25.8*

(*Ceiling base prices, f.o.b. Chicago.)

WHOLESALE SMOKED MEATS

(l.e.l. prices)	
Hams, skinned, 14/16 lbs., wrapped	.48 @ 51 1/2
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	.52 @ 55
Hams, skinned, 16/18 lbs., wrapped	.46 @ 50 1/2
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	.50 @ 52
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	.35 @ 37
Bacon, fancy square cut, seedless, 12/14 lbs., wrapped	.33 @ 35
Bacon, No. 1 sliced, 1-lb. bacon-faced layers	.40 1/2 @ 43

VEAL—SKIN OFF

(l.e.l. prices)	
Prime, 80/150	.56 @ 58 1/2*
Choice, 50/80	.56 @ 58 1/2*
Choice, 80/150	.56 @ 56 1/2
Good, 50/80	.54 @ 56 1/2
Good, 80/150	.54 @ 56 1/2
Commercial, all weights	.48 @ 50

(*For permissible additions to ceiling base prices, see CPR 101.)

CARCASS LAMBS

(l.e.l. prices)	
Prime, 30/50	.58 @ 60.00
Choice, 30/50	.58 @ 60.00

Good, all weights .54 @ 58.00

CARCASS MUTTON

(l.e.l. prices)	
Choice, 70/down	.32 @ 34
Good, 70/down	.32 @ 34

Utility, 70/down .30 @ 32.00

FRESH PORK AND PORK PRODUCTS

(l.e.l. prices)	
Hams, skinned, 10/16 lbs.	.45
Pork loins, regular	

12/down, 100's .42

Pork loins, boneless, 100's .60

Shoulders, skinned, bone-in, under 16 lbs., 100's .32 @ 32 1/2

Picnics, 4/6 lbs., loose .29

Picnics, 6/8 lbs., loose .27

Boston butts, 4/8 lbs., 100's .38 @ 38 1/2

Tenderloins, fresh, 10's .80 @ 80

Neck bones, blbls. .12 @ 12 1/2

Livers, blbls. .17

Brains, 10's .15 @ 15.80*

Ears, 30's .12 1/2 @ 13

Snouts, lean-in, 100's .11 1/2 @ 12

Feet, front, 30's .8

SAUSAGE MATERIALS—FRESH

Pork trim, regular 40%, bbls. .16 @ 16 1/2

Pork trim, guar. 50% lean, bbls. .17 1/2 @ 18

Pork trim, spec. 80% lean, bbls. .39

Pork cheek meat, trmd., bbls. .45

Beef trimmings, bbls. .39 @ 39 1/2

Bull meat, bbls. .62 @ 62.50

Bon's cow meat, C.C. bbls. .57 @ 57

Beef trimmings, bbls. .45

Boneless chuck, bbls. .58 @ 58

Beef head meat, bbls. .41 @ 41.60*

Shank meat, bbls. .50 @ 50.80*

Veal trimmings, boneless, bbls. .53 @ 53

Beef cheek meat, trmd., ceiling price.

SAUSAGE CASINGS (P.O.B. Chicago)

(l.e.l. prices quoted to manufacturers of sausage.)

Beef casings:

Domestic rounds, 1 1/2 in. .80 @ 85

Domestic rounds, over 1 1/2 in., 140 pack. 1.10 @ 1.15

Export rounds, wide, over 1 1/2 in. 1.50 @ 1.60

Export rounds, medium, 1 1/2 to 1 1/4 in. 1.00 @ 1.05

Export rounds, narrow, 1 in. under .1.15

No. 1 weasands, 24 in. up .12 @ 14

No. 1 weasands, 22 in. up .70 @ 9

No. 2 weasands, sewing 1 1/2 in. 2 in. .135 @ 14.45

Middles, select, wide, 2 1/2 in. .155 @ 1.70

Middles, select, extra, 2 1/2 in. .170 @ 1.95

Middles, select, extra, 2 1/2 in. & up .2.50 @ 2.60

Beef bungs, export, No. 1 .24 @ 28

Beef bungs, domestic .12 @ 18

Dried or salted bladders, per piece:

12-15 in. wide, flat .17 @ 20

10-12 in. wide, flat .11 @ 14

8-10 in. wide, flat .56 @ 9

Pork casings:

Extra narrow, 20 mm. & dn. .4.10 @ 4.20

Narrow, mediums, 29@32 mm. .4.00 @ 4.05

Medium, 32@35 mm. .2.85 @ 3.10

Spec. med., 35@38 mm. .2.25 @ 2.40

Export bungs, 34 in. cut. .26 @ 27

Large prime bungs, 34 in. cut. .18 @ 19

Medium prime bungs, 34 in. cut. .12 @ 14

Small prime bungs. .56 @ 9

Middles, per set, cap off. .50 @ 55

DRY SAUSAGES (l.e.l. prices)

Cervelat, ch. hot bungs. .97

Thuringer .59 @ 62.4

Farmer .82 @ 84

Hofstädter .81 @ 84.5

B.C. Salami .92 @ 93.45

Genoa style salami, ch. .93 @ 93.90

Pepperoni .84 @ 87

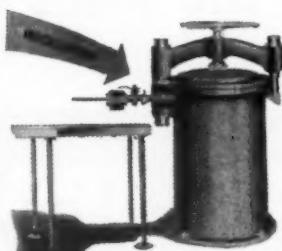
Italian style hams .75 @ 79



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SAUSAGE TRAP**
(TRADEMARK)



Sanitary Model 190



Pats. Pending

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Especially made
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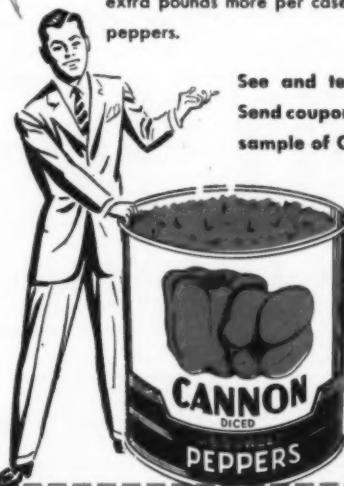


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RED SWEET PEPPERS

Bright-red, crisp, firm Cannon Peppers increase the eye and sales appeal of your product. They are Cannon's own home-grown strain of thick-walled California Wonder Peppers. Cannon Peppers save you money and production costs. Not packed in brine, require no washing. Diced—eliminate cutting and handling. In convenient #10 cans—no spoilage or leftovers. Extra heavy pack (process patent pending). Approximate weight nearly five pounds—up to 10 ounces more per can or, three extra pounds more per case than ordinary peppers.



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sample of Cannon Peppers.



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Dept. NP-1, Bridgeville, Delaware

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Cannon Diced Red Sweet Peppers

Name _____ Title _____

Company _____

City _____ Zone _____ State _____

Buyer's Name _____

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and a new high in prosperity

for the years to come.



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Spice Importers and Grinders

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- Drain lip on rim
- Stacks conveniently
- Nests conveniently
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15
FEATURES



Cincinnati BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog casings	47 1/2	@ 49
Pork sausage, sheep cas.	49	@ 52
Frankfurters, sheep cas.	55	@ 59.1
Frankfurters, skinless	49	@ 51.5
Bologna	47.7	
Bologna, artificial cas.	45	@ 47
Smoked liver, hog bungs	48 1/2	@ 49.5
New Eng. lunch. spec.	54	@ 58.5
Minced lunch. spec. ch.	54	@ 58.5
Tongue and blood	46	@ 49
Blood sausage	41	@ 49
Sausage	38	@ 27
Polish sausage, fresh	50	@ 55
Polish sausage, smoked	52 1/2	

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Alspice, prime	33	38
Refined	36	41
Chili Powder	42	
Chili Pepper	44	
Gloves, Zanzibar	89	96
Pepper, African	41	51
Cochin	..	..
Mace, fcy, Banda		
East Indies	1.50	
West Indies	1.42	
Mustard, flour, fcy	35	
No. 1	30	
West India Nutmeg	60	
Paprika, Spanish	46	
Pepper Ceyenne	50	
Red, No. 1	46	
Pepper, Packers	1.78	2.90
Pepper, white	2.60	2.98
Malabar	1.75	1.92
Black Lampong	1.78	1.92

SEEDS AND HERBS

(l.c.l. prices)

	Whole	Ground
Caraway seed	18	22
Cominos seed	30	34
Marjoram seed, fancy	22	..
Yellow American	20	..
Marjoram, Chilean	20	24
Oregano	..	..
Coriander, Morocco		
Natural No. 1	18	21
Marjoram, French	42	49
Sage, Dalmatian		
No. 1	72	81

CURING MATERIALS

Cwt.

Nitrate of soda, in 400-lb. bbls., del., or f.o.b. Chgo.	..	9.30
Saltpepper, n. ton, f.o.b. N.Y.:		
Dbl. refined gran.	11.00	
Small crystals	14.00	
Medium crystals	15.40	
Pure rfd., gran. nitrate of soda	5.25	
soda	..	unquoted
Salt, in min. car. of 60,000 lbs. only, paper sacked, f.o.b. Chgo.:		
Per ton		
Granulated	22.00	
Medium	28.30	
Rock, bulk, 40 ton car. delivered Chicago	11.90	
Sugar—		
Raw, 90 basis, f.o.b. New York	6.05	
Refined standard cane gran., basis	8.25	
Refined standard beet gran., basis	8.05	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	7.90	
Dextrose, per cwt. in paper bags, Chicago	7.33	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass)	Dec. 27	Dec. 27	Dec. 28
STEER:			
Choice:			
500-600 lbs.	\$56.50@58.00		\$57.70@58.10
600-700 lbs.	55.00@58.00	\$56.50@57.00	57.70@58.10
Good:			
500-600 lbs.	54.00@56.00	55.93@56.10	55.70@56.10
600-700 lbs.	54.00@56.00	55.93@56.10	55.70@56.10
Commercial:			
350-600 lbs.	50.60@51.00	50.93@51.10	50.70@51.10
COW:			
Commercial, all wts.	44.00@48.00	48.00@51.10	46.00@51.10
Utility, all wts.	43.00@46.00	43.00@47.00	44.00@49.10
FRESH CALF:	(Skin-On)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	37.00@58.40		56.00@58.40
Good:			
200 lbs. down	55.00@56.40		55.00@56.40
FRESH LAMB (Carcass):			
Prime:			
40-50 lbs.	56.00@58.00	58.00@59.00	54.00@57.00
50-60 lbs.	56.00@58.00	56.00@58.00	..
Choice:			
40-50 lbs.	56.00@58.00	58.00@59.00	54.00@57.00
50-60 lbs.	55.00@58.00	55.00@58.00	..
Good, all wts.	53.00@57.00	57.00@58.30	54.00@56.00
MUTTON (EWE):			
Choice, 70 lbs. dn.	35.70 bulk	34.50@35.80	33.40@33.80
Good, 70 lbs. dn.	33.70 bulk	32.00@33.80	33.40@33.80
FRESH PORK CARCASSES: (Packer Style)	(Shipper Style)	(Shipper Style)	(Shipper Style)
80-120 lbs.		31.00@36.45	..
120-160 lbs.	30.00@32.00	20.00@35.55	28.00@30.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	43.00@46.00	44.00@52.00	45.00@49.00
10-12 lbs.	43.00@46.00	44.00@52.00	44.50@47.00
12-16 lbs.	43.00@46.00	44.00@50.60	44.00@48.00
PICNICS:			
4-8 lbs.	37.00@41.00	30.00@34.00	37.00@42.00
PORK CUTS No. 1:	(Smoked)	(Smoked)	(Smoked)
HAM, Skinned:			
10-14 lbs.	52.00@59.00	..	53.00@57.00
14-18 lbs.	52.00@59.00	52.00@58.00	51.00@56.00
BACON, "Dry Cure" No. 1:			
6-8 lbs.	38.00@46.00	40.00@48.00	42.00@48.00
8-10 lbs.	33.00@41.00	40.00@46.00	40.00@46.00
10-12 lbs.	33.00@41.00	..	..
LARD, Refined:			
Tiers	16.25@17.50		
50 lb. cartons and cans.	17.00@18.00	18.00@19.00	15.00@18.50
1 lb. cartons	17.50@18.50	19.00@20.00	18.00@20.00

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An ingenious inside lever arrangement opens valve. Quick acting. Self closing.

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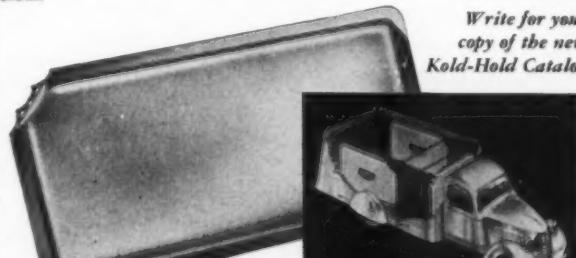
KOLD-HOLD refrigeration eliminates spoilage losses

You have no spoilage losses to cut into your profits when you refrigerate your trucks with Kold-Hold "Hold-Over" Plates. They eliminate trimming and loss of bloom by keeping truck interiors at safe low temperatures throughout the longest day's trips. They help keep truck bodies clean, sweet, dry and odorless so your meats retain all of their customer appeal.

The cost of Kold-Hold Truck Refrigeration is so little you just can't afford to be without it. You can more than repay its cost through savings in spoilage and manhours. You can save overtime costs in unloading and reloading because overnight hook-up of the truck into the plant compressor system, or plug-in of a self-contained compressor unit will keep undelivered load in prime condition. Thus operating costs are kept to a minimum and you can refrigerate your trucks for as little as 10 cents a day. This is less than the cost of ice and you save all the muss and handling time connected with it.

There is a big difference in your profit picture when your trucks are refrigerated with Kold-Hold "Hold-Over" Plates. That's why it pays to specify Kold-Hold Truck Refrigeration.

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460 E. Hazel St., Lansing 4, Michigan

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS

CARCASS BEEF

(Ceiling base prices)

Jan. 3, 1952
Per lb.
City

Prime, 800 lbs./down	60.00@62.00
Choice, 800 lbs./down	58.00@60.00
Good	56.00@59.00
Cow, commercial	50.80@53.05
Cow, utility	41.00@44.00

BEEF CUTS

(Ceiling base prices)

Hindquarter	64.1
Forequarter	53.6
Round	57.7
Trimmed full loin	96.7
Flank	31.7
Short loin	120.4
Sirloin	77.3
Cross cut chuck	51.4
Regular chuck	55.7
Foreshank	33.7
Brisket	44.7
Rib	81.7
Short plate	35.7
Back	62.6
Triangle	48.2
Arm chuck	52.7

Choice:

Hindquarter	62.0
Forequarter	51.7
Round	57.7
Trimmed full loin	85.7
Flank	31.7
Short loin	102.4
Sirloin	72.1
Cross cut chuck	51.4
Regular chuck	55.7
Foreshank	33.7
Brisket	44.7
Rib	70.7
Short plate	35.7
Back	59.7
Triangle	48.2
Arm chuck	52.7

FANCY MEATS

(l.c.l. prices)

Veal breads, under 6 oz.	102.50
6 to 12 oz.	102.50
12 oz. up	102.50
Beef kidneys	16.6*
Beef livers, selected	62.6*
Beef livers, selected, kosher	82.6*
Oxtails, over 1/2 lb.	27.6*

*Ceiling base prices.

LAMBS

(l.c.l. prices)

City

Prime lambs, 50/down	61.00@64.30*
Choice lambs, 50/down	61.00@64.30*
Good, 50/down	55.00@59.00

Western

Prime, all wts.	61.00@64.30
Choice, all wts.	61.00@64.30
Good, all wts.	55.00@59.00

For permissible additions to ceiling base prices, see CPR 24.

FRESH PORK CUTS

(l.c.l. prices)

Western

Hams, sknd., 14/down	49.00@52.00
Picnics, 4/8 lbs.	No quotation
Bellies, sq. cut, seedless, 8/12 lbs.	No quotation
Pork loin, 12/down	43.00@45.00
Boston butts, 4/8 lbs.	40.00@44.00
Spareribs, 3/down	41.00@43.00
Pork trim., regular	25.00
Pork trim., spec. 80%	30.00

City

Hams, skinned, 14/down	49.00@52.00
Pork loins, 12/down	43.00@45.00
Boston butts, 4/8 lbs.	40.00@44.00
Spareribs, 3/down	41.00@43.00

VEAL—SKIN OFF

(l.c.l. prices)

Western

Prime carcass	58.60@60.50
Choice carcass	58.60@60.50
Good carcass, 80/down	56.60@58.50
Commercial carcass	50.00@53.50

DRESSED HOGS

(l.c.l. prices)

Western

Hogs, gd. & ch., hd. on, lf. fat in	100 to 136 lbs.	\$32.50@34.00
	137 to 153 lbs.	32.50@34.00
	154 to 171 lbs.	32.50@34.00
	172 to 188 lbs.	32.50@34.00

BUTCHERS' FAT

(l.c.l. prices)

Western

Shop fat	1 1/4
Breast fat	2 1/4
Edible suet	2 1/4
Inedible suet	2 1/4

*Ceiling base prices.

CANADIAN SLAUGHTER

In its report of November 1951 slaughter of livestock in inspected plants in Canada, the Dominion Department of Agriculture gives the average dressed weight of hogs as 161.8 lbs.; cattle, 486.0 lbs.; calves, 162.0 lbs.; and sheep and lambs, 48.9 lbs. These weights compare with 161.7, 469.7, 153.2 and 42.6 lbs., respectively, in November a year earlier. The number of livestock slaughtered in the two months were:

	November 1951	November 1950
Cattle	107,087	140,787
Calves	45,270	53,865
Hogs	528,562	452,025
Sheep	83,444	102,159



Standard STAINLESS STEEL SPIRAL CHUTES

Move Meat Cuts... Fast... at Low Cost

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When installed in Meat Coolers reduces shrinkage, helps to retain color longer. Prevents mold growth and dispels odors. Increases efficiency of cooling unit by preventing frost formation and aiding in faster chilling. Uniform temperature both top and bottom of cooler. Keeps the ceiling and walls dry. Write for Bulletin No. 242.

BY-PRODUCTS...FATS AND OILS

TALLOWS AND GREASES

Thursday, January 3, 1952

The large consumers of tallow and greases were reported this week as listing available offerings, and more or less assuming a waiting attitude. Producers of materials, on the other hand, are not too eager in pushing product to market. Trading in general was quiet, prices steady to weak.

On Monday of this week a few sales were posted. A tank of fancy tallow sold at 7½c, Chicago. A tank of choice white grease also moved at 6½c, Chicago. Two tanks of yellow grease sold at 5½c, Chicago, steady. Wednesday's follow-up on trade reports showed no material change from early in the week, however, choice white grease changed hands at 6½c, Chicago, fractionally lower, and presumably a distress tank. Fancy tallow also sold a little down, two tanks being involved, at 7c, Chicago basis.

Near the close of the week, the tallow and grease market continued to be a slow and draggy affair, with additional material changing hands, and on a downward scale. Several tanks of yellow grease sold at 5½c, Chicago, with same price bid, and offerings held at 5½c, and unsold. A couple tanks of choice white grease sold at 6½c, Chicago basis. Reports were also current that a tank of choice white grease moved at 6½c, Chicago; bids coming out later in the day were at 6½c, and offerings held at 6½c. Fancy tallow also was on the decline, with confirmed sales listed at 6½c and 7c, Chicago.

TALLOWS: Thursday's quotations: Fancy tallow, 6½@7c; prime tallow, 6½@6½c; special tallow, 6@6½c, No. 1 tallow, 5½@5½c; No. 3 tallow, 5½@5½c, and No. 2 tallow, 4½@4½c.

GREASES: Thursday's quotations: Choice white grease, 6½@6½c; B-white grease, 5%@6c; yellow grease, 5½@5½c; house grease, 5c, and brown grease 4½@4½c, all nominal.

BY-PRODUCTS MARKETS

(Chicago, Thursday, January 3, 1952)

Blood

	Unit
Unground, per unit of ammonia	8.25*

Digester Feed Tankage Materials

Wet rendered, unground, loose	9.25
High test	9.00
Liquid stick tank cars	3.25

Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bagged	\$115.00
55% meat and bone scraps, bulk	110.00
55% meat scraps, bulk	115.00
60% digester tankage, bulk	112.00
60% digester tankage, bagged	120.00
80% blood meal, bagged	152.15
70% standard steamed bone meal, bagged	95.00

Fertilizer Materials

High grade tankage, ground, per unit ammonia	\$6.25*
Hoof meal, per unit ammonia	7.25*

Dry Rendered Tankage

	Per unit Protein
Cake	*2.00@2.05n
Expeller	2.00@2.05n

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$2.50
Hide trimmings (green, salted)	35.00
Cattle jaws, skulls and knuckles, per ton	65.00@70.00
Pig skin scraps and trimmings, per lb.	5

Animal Hair

Winter coil dried, per ton	\$100.00@110.00
Summer coil dried, per ton	*85.00@95.00
Cattle switches, per piece	6 @ 7
Winter processed, gray, lb.	13½ @ 15
Summer processed, gray, lb.	9 @ 10

n-nominal.

*Quoted delivered basis.

EASTERN BY-PRODUCTS MARKET

New York, Jan. 3, 1952

Dried blood was quoted Thursday at \$8.50 per unit of ammonia. Low test wet rendered tankage moved at \$8 nominal per unit of ammonia, and high test tankage sold at \$8 nominal. Dry rendered tankage sold at \$2 per protein unit.

VEGETABLE OILS

Wednesday, January 2, 1952

Vegetable oils were steady to slightly lower in some categories during the limited trading of the early part of this week.

The pre-holiday market of Monday was very quiet with some commodities showing a total lack of activity. A little business was reported in January soybean oil at 11½c and February delivery product traded ½c higher. March shipment oil sold at 12c. The business was mostly crusher to refiner sales, although there was some speculative interest in April through June shipment oil at 12½c. Cottonseed oil in the Southeast traded at 12½c, while Valley product was ½c lower. Texas oil was reported to have sold at 12½c, prompt shipment. Corn oil was nominally quoted at 13½c. Peanut oil was quoted nominally at 17½c, although there was a report of a sale at 17½c for first-half of January shipment. Coconut oil on the Pacific Coast was 11½c.

January shipment soybean oil sold at midweek at both 11½c and 11¾c. February and February-March oil traded at 12c, up ½c. April through June oil was reported at 12½c. Texas cottonseed oil was called 12½c and there were reports that some distress product had moved at that level; Valley oil was quoted at 12½c nominal and Southeast at 12½c nominal. Interest was said to be very limited. Sellers were asking 13½c for corn oil at midweek and buyers offered ½c lower; peanut oil was reported to have sold at 17½c, in line with Monday's nominal quotation. Coconut oil was unchanged on the Pacific Coast.

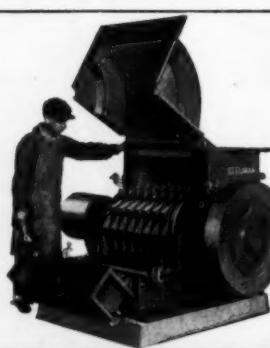
SOYBEAN OIL: The best midweek quotation of 11½c was ½c under the price prevailing on the same day a week earlier.

CORN OIL: At the Wednesday level of around 13½c, the market was off

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Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers — also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

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about $\frac{1}{2}$ ¢ from the preceding week.

PEANUT OIL: Although a little easier at midweek, peanut oil showed a gain of 1¢ compared with the price a week earlier.

COCONUT OIL: The nominal quotation of 11½¢ on Wednesday showed a loss of ½¢ for the week.

COTTONSEED OIL: On a nominally quoted basis of 12½¢, Valley and Southeast oil at midweek were off ½¢ from a week earlier and Texas oil showed a corresponding markdown. New York futures market quotations were as follows:

MONDAY, DECEMBER 31, 1951

Jan.	15.04	15.04	15.04	*15.00	*15.25
Mar.	15.30	15.42	15.25	15.30	15.65
May	15.60	15.66	15.52	15.80	15.92
July	15.90	15.90	15.82	15.88	16.23
Sept.	15.70	15.80	15.65	15.80	15.87
Oct.	*15.45	15.40	15.40	*15.55	15.70
Dec.	*15.25	.....	.....	*15.50	15.50

TUESDAY, JANUARY 1, 1952

New Year's Day, Holiday
(Market closed)

WEDNESDAY, JANUARY 2, 1952

Jan.	*15.00	.....	*15.12	*15.00
Mar.	15.40	15.58	15.27	15.43
May	15.65	15.80	15.57	15.73
July	15.98	16.05	15.84	16.03
Sept.	15.95	16.08	15.83	16.08
Oct.	*15.00	15.85	15.65	*15.82
Dec.	*15.50	.....	.....	*15.75

Total sales, 621 lots.

THURSDAY, JANUARY 3, 1952

Jan.	*15.00	.....	*15.22	*15.12
Mar.	*15.40	15.58	15.32	15.56
May	15.75	15.89	15.61	15.88
July	16.00	16.15	15.85	16.14
Sept.	*16.00	16.12	15.90	16.12
Oct.	*15.75	15.94	15.69	15.91
Dec.	*15.65	15.65	15.65	*15.75

Total sales, 601 lots.

Philippine Copra, Coconut Oil Exports Decline

Exports of copra from the Philippines during November 1951 totaled 55,999 long tons, the U.S. Department of Agriculture has reported in its bulletin on foreign crops and markets. This represents a decline of one-third from the October export of 85,000 tons. Coconut oil shipments were less in about the same proportion—5,350 tons during November against 8,217 in October.

Of the total amount of copra the United States received 34,479 tons, while about 10 other countries received the remainder. Coconut oil shipments to the United States amounted to 2,975 tons, and shipments to other countries made up a smaller portion of the total.

Copra export prices were quoted in mid-December at \$172.50 per short ton, CIF, Pacific coast. Local buying prices were reported at \$147.33 to \$152.41 in Manila, and \$127.00 to \$147.33 per short ton in producing areas.

Deliveries of copra by producers were reported considerably slower than in the past.

Cottonseed Oil Consumption

A total of 291,300 bbls. of cottonseed oil was consumed during the month of November as against 304,200 bbls. in October, and 280,800 bbls. in November, 1950.

Animal Foods Production

A total of 41,245,267 lbs. of animal foods were canned under federal inspection during November. This compares with 42,028,503 lbs. in October, and 39,687,214 lbs. during November, 1950.

VEGETABLE OILS

Wednesday, January 2, 1952

Crude cottonseed oil, carloads, f.o.b. mills	12½n
Valley	12½n
Southeast	12½n
Texas	12½n
Corn oil in tanks, f.o.b. mills.....	13½@ 13½ax
Peanut oil, f.o.b. Southern Mills.....	17 @ 17½n
Soybean oil, Decatur.....	11½pd
Coconut oil, f.o.b. Pacific Coast.....	11 @ 11½n
Cottonseed foots	
Midwest and West Coast.....	1½@ 1½
East.....	1½@ 1½

ax—asked. n—nominal.

OLEOMARGARINE

Wednesday, January 2, 1952

White domestic vegetable.....	20
White animal fat.....	29
Milk churned pastry.....	27
Water churned pastry.....	26

CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended December 29:

Week Dec. 29	Previous Week	Cor. Week 1950
Cured meats, pounds.....	8,454,000	13,148,000
Fresh meats, pounds.....	42,476,000	62,905,000
Lard, pounds.....	9,225,000	6,623,000
		5,737,000

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HIDES AND SKINS

Packer market for most part inactive, but scattered trade at steady prices—Outside markets almost completely stopped by lack of tanner interest—Undertone in outside markets weak and this feeling carried into packer market.

CHICAGO

PACKER HIDES: It was definitely a holiday week from the tanners' viewpoint, and packers, too, were not inclined to be aggressive. Thus the trade in packer hides this week was the lightest in some time. The market seemed steady in itself, but numerous unsold offerings of hides in the outside markets had an adverse effect on the basic feeling enveloping this market.

To contradict any bearish talk was the fact that all sales were made steady basis, and not only were the prices steady but the hides that sold were those that had been the most draggy in recent weeks. It must also be pointed out here, as well as in the calf-skin and kippskin section, that calfskins moved 1@2c higher, and in the absence of any trade in light cows it could be that these higher prices in calfskins represented a steady to higher market for light cows.

Heavy cows sold first with 2,500 moving at 21½c (St. Paul-Milwaukee). Later, 2,400 butts and Heavy Texas sold 17½c. There was another sale of these selections, 1,000, also at 17½c. Mixed car heavy and light native steers sold 26c and 19c. A straight sale of butts involved 1,700 at 17½c. These few trades were the extent of the trade for the week, and about limited the action to butts and heavy Texas, although the sale of heavy cows was a significant one.

The most that could be said in summary is that despite signs of weakness the actual trades showed strength, and until sales are made at lower prices this market must be considered as being fully steady.

SHEEPSKINS: After several weeks

of higher tendencies the sheepskin market finally moved a little higher in a light post-holiday trade. Early No. 1 shearlings and clips sold at steady prices: \$3 for 1's and \$3.50 for clips. There was also a trade in No. 2's at \$2.15. Later clips moved to \$3.75 and 1's at \$3.25. The market was not firmly established at these levels, however, and it will take more volume to prove if these prices will hold. To support the feeling that these advances might stand were short supplies and fair inquiry. Pickled skin sales were reported at both \$12 and \$13, but the market appeared to

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended	Previous	Cor. Week
	Jan. 3, 1952	Week	1951
Nat. strs.	19 @26s	19 @26	35½@39½n
Hvy. Texas			
strs.	17½	17½	33½n
Hvy. butt.			
brand'd str.	17½	17½	33½n
Hvy. Col. str.	16½	16½	31
Tex. light Tex.			
strs.	28½n	28½n	39½n
Brand'd. cows.	20½	20½	36@36½n
Hy. nat. cows. 21	21@21½	20½@21	36½@37n
Lt. nat. cows. 24½@26	24½@26	24@26	39 @40n
Nat. bulls.	15½	15½	26½n
Brand'd. bulls.	14½	14½	25½n
Calfskins, Nor.			
15/under	30 @40	38 @38½	77½@82½n
Kips, Nor.			
nat. 15/25.	35	35	60n
Kips, Nor.			
branded	32½	32½	57½n

*Ceiling prices.

SMALL PACKER HIDES

STEERS AND COWS:

70 lbs. and over	23½	23½	.....
35-50 lbs.	32½	32½	.....
Bulls, 58/over.	20	20	.....

*New ceiling prices. Market 20% to 40% below ceilings.

When pricing on ceiling basis subtract ¼c from base prices for every 1 lb. increase in weight over 35 lbs. All prices f.o.b. point of shipment, flat for No. 1's and No. 2's.

SMALL PACKER SKINS

Calfskins under			
15 lbs.	31n	30	65@68
Kips, 15/30	26@27	25@27	46@49
Slunks, regular.	1.00	1.00	3.00
Slunks, hairless.	40n	40n	75@80

SHEEPSKINS

Pkr. shearlings,			
No. 1	3.00@2.25	3.00	4.25
Dry Pelt.	35@36	35@36	50
Horsehides, untrmd.	7.50@8.00	7.50@8.00	13.50
n—nominal.			

be closer to the lower figure. Dry pelts were quoted in the range 36 to 38.

CALFSKINS AND KIPSKINS: Last week it was reported that in conjunction with the improved market for light hides, the calf and kippskin markets were stronger. But, in the absence of trade, the market was quoted nominally steady. This week prices were proved to be higher by the trading. On Wednesday 35,000 calfskins, about 85 per cent light sold 40c, up 1½@2c. There was a smaller trade on Thursday, about 2,250 river calves, lights and heavies moving at 39c. Prices were 1c above last previous trades.

SMALL PACKER, COUNTRY, WEST COAST: A rather surprisingly large number of offerings, and an almost complete lack of tanner interest resulted in some long range speculation, but not in any trading this week. Offerings were generally well held and often at prices above last quotations, so it could not be called a particularly weak market. Tanners, however, in recognition of the numerous offerings were inclined to wait and watch, and under the circumstances of good supply and poor demand, the possibilities of a lower market could not be overlooked.

Taxes were given as one explanation of the sudden increase in the offerings.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended December 29, 1951 were 3,462,000 lbs.; previous week 2,498,000 lbs.; same week 1950, 5,020,000 lbs.; 1951 to date 246,590,000 lbs.; same period 1950, 295,143,000 lbs.

Shipments for the week ended December 22 totaled 1,500,000 lbs.; previous week, 2,293,000 lbs.; corresponding week 1950, 3,884,000 lbs.; this year to date, 189,944,000 lbs.; corresponding period a year ago, 231,302,000 lbs.

January Hide Quota

The National Production Authority announced that tanners and contractors will be allowed to buy as many hides and calfskins in January as they did in an average month of 1950. For hides, this is the same as the December quota but it is less than the December quota of calfskins.

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CHICAGO PROVISION STOCKS

Lard inventories of 14,563,000 lbs. for the month ended December 31 were more than doubled since November 30, when only 7,084,000 lbs. of the commodity were reported on hand. A year ago, however, the figure stood at 27,629,000 lbs. or almost double this year's total. Stocks of S.P. bellies amounted to 18,699,000 lbs. compared with 13,169,000 lbs. a month ago and 17,019,000 lbs. a year ago. Total of all meats at 57,339,000 lbs. was also sharply above a month earlier, and somewhat more than last year's 52,193,000 lbs.

	Dec. 31, '51 lbs.	Nov. 30, '51 lbs.	Dec. 31, '50 lbs.
All brd. pk. (brls.)	2,538	2,061	1,900
P. S. lard (a)	9,639,650	3,590,603	18,891,244
P. S. lard (b)		3,743,941	
Dry rend. lard (a)	1,360,250	179,406	574,389
Dry rend. lard (b)			883,789
Other lard	3,563,772	3,314,122	3,535,684
TOTAL LARD	14,563,672	7,084,224	27,629,047
D. S. Cl. bellies (contract)	135,000	3,000	224,000
D. S. Cl. bellies (other)	3,030,646	1,850,694	3,460,000
TOTAL D.S. CL. BELLIES	3,165,646	1,853,694	3,684,600
D.S. rib bellies			
D.S. fat backs	945,067	1,037,267	1,580,960
S.P. regular hams	949,000	1,142,000	947,728
S.P. skinned hams	14,316,694	10,486,941	15,661,750
S.P. bellies	18,699,880	13,169,322	17,019,436
S.P. picnics, S.P.			
Boston shoulders	9,294,777	5,443,218	4,935,264
Other cuts meats	9,968,537	6,079,603	8,364,118
TOTAL ALL MEATS	57,339,601	39,212,052	52,193,865

(a) Made since Oct. 1, 1951. (b) Made previous to Oct. 1, 1951.

The above figures cover all meat in storage in Chicago, including holdings owned by the Government.

WEEK'S CLOSING MARKETS

NOVEMBER POULTRY CANNING

The quantity of poultry canned or used in canning during November totaled 10,789,000 lbs. compared with 13,388,000 lbs. in November 1950 and the 1945-49 average of 10,298,000 lbs., the Bureau of Agricultural Economics has reported. The 11-month total this year amounted to 158,259,000 lbs., an increase of 15 per cent over last year's 138,041,000 lbs.

Poultry certified under federal inspection during November amounted to 94,972,000 lbs. against 68,062,000 lbs. last year. Of this amount 10,316,000 lbs. went into cans and 84,656,000 lbs. were eviscerated for sale. The 11-month total this year was 623,849,000 lbs. against 426,715,000 lbs. last year.

State Fair Trade Act Void If it Conflicts with OPS

OPS has won in a test case in Minnesota between the powers of the state and federal government to regulate prices. A judge in federal court ruled that the state's new liquor fair trade act is invalid where it conflicts with ceiling prices on liquor set by OPS. The state act, effective July 1, permitted the liquor control commissioner

to fix minimums on the basis of price lists filed by manufacturers, rectifiers and wholesalers. Most of the list prices were above the prices permitted by OPS. OPS brought suit several weeks ago.

FRIDAY'S CLOSINGS

Provisions

The top price on live hogs at Chicago was \$18.85; average, \$17.95. Provision prices were quoted as follows: Under 12 pork loins, 40½; 10/14 green skinned hams, 46@46½; Boston butts, 37@37½; 16/down pork shoulders, 32½@33; 3/down spareribs, 37½@38; 8/12 fat backs, 13½@13½; regular pork trimmings, 16½@17; 18/20 DS bellies, 19 nominal; 4/6 green picnics, 29½; 8/up green picnics, 26.

P.S. loose lard was quoted at \$13.12½ bid and P.S. lard in tierces was quoted at \$14.62.

Cottonseed Oil

Closing cottonseed oil futures at New York were quoted as follows: Jan. 15.40-60a; Mar. 15.75-76; May 16.07-05; July 16.33-32; Sept. 16.31-28; Oct. 16.08; Dec. 15.95; Jan. 15.95n. Sales totaled 590 lots.

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LIVESTOCK MARKETS

Weekly Review

Compare U.S.-Foreign Hog Prices in Mid-November

In view of the level of hog prices in relation to prices of feed grains, the U. S. Department of Agriculture has released a report on comparative hog prices here, and in several foreign countries. The unfavorable relation now existing indicates a downward adjustment in hog production in the United States in 1952. In mid-November the price of barrows and gilts in Chicago averaged about 18.5c per lb.

In Canada, the liveweight price for B-1 hogs on the Toronto market for the week ended November 10 was reported at slightly over 20c per lb. As British imports will be severely restricted because of exchange difficulties during the coming year, it seems now that any pork exports from Canada in 1952 will go to the United States instead of to the United Kingdom. Canadian exports of hams, shoulders and bacon to the United States in 1950 exceeded 10,000,000 lbs., and will at least equal this in 1951, when final figures are tabulated.

Although Irish pig production is expanding from the low point of last June, home demand is barely being met and pigs, pork and bacon are not currently available for export. In mid-November in the Dublin market, with demand good for porkers and baconers, hogs weighing 170 lbs. brought around 26c per lb. liveweight. This is somewhat lower than the 28 to 29c for pigs in England and Wales during the same period.

Although Germany remained on the import basis for hogs during 1951, exports were materially increased. Hogs were plentiful and were quoted close to 29c liveweight in mid-November on the Hamburg market. Germany is anticipating exporting canned hams to the United States in 1952, but no exact amount has been given.

French hogs of around 240 lbs. were quoted at over 30c per lb. on La Villette market in mid-November, and Dutch hogs were selling at over 28c per lb.

liveweight. During the first nine months of 1951 Dutch exports of pork and pork products to the United States were in excess of 12,000,000 lbs.

Polish hogs were about the lowest in price compared with other European prices. On the Warsaw market hogs were selling at around 12c per lb. under the tightly closed economy of the Soviet orbit.

Hogs in Cuba were quoted at around 19c per lb., while in Argentina, hogs averaged close to 26c per lb.

West Needs More Livestock

With the future meat needs of the west in mind, a uniform code of administration for grazing lands has been advocated at a legislative hearing at the state capital, Sacramento, Calif. A spokesman for the California Wool Growers Association has stated that there must be 80,000 more beef cattle, 375,000 calves, 1,200,000 sheep and lambs and 1,000,000 hogs to meet the requirements of California, Nevada and Oregon.

KINDS OF LIVESTOCK KILLED

The classification of livestock slaughtered under federal inspection during November, 1951 compared with October, 1951, and November, 1950 is shown in following table:

	Nov. 1951	Oct. 1951	Nov. 1950
	Per- cent	Per- cent	Per- cent
Cattle—			
Steers	42.7	39.1	47.5
Heifers	8.7	9.0	9.8
Cows and heifers	53.4	55.2	49.3
Bulls and stags	3.9	5.7	3.2
Total	100.0	100.0	100.0
Canneries and cutters ¹	25.6	23.9	19.7
Hogs—			
Sows	7.1	8.4	9.0
Barrows and gilts	92.5	91.2	90.7
Stags and boars	.4	.4	.3
Total	100.0	100.0	100.0
Sheep and Lambs—			
Lambs and yearlings	86.2	77.3	89.1
Sheep	13.8	22.7	10.9
Total	100.0	100.0	100.0

¹Included in cattle classification.

Feeder Sheep Into Corn Belt 25 Per Cent Above '50

The season's movement of feeder sheep and lambs into the corn belt shows about a half-million gain over last year. However, all states did not show increases. The accumulated totals for July-November amounted to 2,488,000 head compared with 1,914,000 last year—a 30 per cent increase. Gains, percentage-wise, range from 166 in Michigan to 9 per cent in Wisconsin. Indiana, however, has fewer lambs on feed this year than last.

Pasture conditions in some parts of Texas and Kansas have discouraged sheep and lamb feeding, the over-all result being a sharp cut in feeding operations for the two states as a whole.

California and Colorado showed substantial increases in numbers of sheep and lambs on feed compared with a year ago. The California gain was from 167,000 a year ago at this time to 228,000 as of December 1, with no actual figures cited for Colorado.

Chicago Still "Largest Cattle Mart," Says Prince

William Wood Prince, president of the Chicago Union Stock Yards and Transit Company, in casting some glances on the past year's traffic at the Yards, said that receipts of cattle at the Chicago market "established it as the largest cattle market in the world." Prince added that the Yards handled more than 1,700,000 saleable cattle and calves in 1951.

Overall livestock receipts totaled something in excess of 6,000,000, according to Prince, which is also greater than any market in the world. He believes, further, that the Yards will handle even more cattle in 1952 and about the same prices will prevail for most of the year. Present prices, in his opinion, are profitable for livestock producers and are at the level that the consumer can afford to pay.

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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, Jan. 2, were reported by the Production and Marketing Administration as follows:

St. L. Natl. Yds. Chicago Kansas City Omaha St. Paul
HOGS: (Includes Bulk of Sales)

BARROWS & GILTS:

Choice:	120-140 lbs.	15.75-17.50	8.....	8.....	8.....	8.....
	140-160 lbs.	16.75-18.00	16.75-17.25	15.75-16.75	16.00-17.60	
	160-180 lbs.	17.75-18.25	17.25-18.35	17.00-17.75	16.50-17.75	16.00-17.60
	180-200 lbs.	18.10-18.25	18.25-18.40	17.65-18.00	17.50-17.85	17.60-17.65
	200-220 lbs.	18.10-18.35	18.00-18.40	17.75-18.00	17.50-17.85	17.60-17.65
	220-240 lbs.	18.00-18.25	17.60-18.25	17.75-18.00	17.50-17.85	17.60-17.65
	240-270 lbs.	17.50-18.15	16.90-17.85	17.65-17.85	17.25-17.75	16.75-17.60
	270-300 lbs.	17.00-17.65	16.50-17.10	17.25-17.75	16.75-17.50	16.25-17.00
	300-330 lbs.	16.25-17.15	16.25-16.65	17.00-17.50	15.50-17.00	15.50-16.25
	330-360 lbs.	15.75-16.50			15.50-17.00	

Medium:

160-220 lbs.	16.25-18.00	16.75-17.50	17.00-17.75	15.25-17.50
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SOWS:

Choice:	270-300 lbs.	15.75 only	16.00-16.50	15.50-15.75	14.25-15.75	13.25-15.25
	300-330 lbs.	15.75 only	15.75-16.25	15.25-15.50	14.25-15.75	13.25-15.25
	330-360 lbs.	15.50-15.75	15.25-15.75	15.00-15.25	14.25-15.75	13.25-15.25
	360-400 lbs.	14.50-15.50	14.50-15.50	14.50-15.50	14.25-15.75	.....
	400-450 lbs.	14.00-15.25	14.00-15.00	14.25-14.50	13.50-14.75	.....
	450-550 lbs.	13.00-14.75	13.50-14.25	13.75-14.25	13.50-14.75

Medium:

250-500 lbs.	12.25-15.25	13.00-15.25	13.50-15.00	13.00-15.25
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SLAUGHTER CATTLE AND CALVES:

STEERS:

Prime:	700-900 lbs.	35.00-37.00	35.25-37.25	35.00-36.50	35.60-36.25	35.00-36.50
	900-1100 lbs.	35.25-37.00	36.00-38.25	35.25-37.00	35.50-37.25	35.25-37.00
	1100-1300 lbs.	35.50-37.25	35.50-38.25	35.25-37.00	35.50-37.25	35.25-37.00
	1300-1500 lbs.	35.50-37.25	34.75-37.75	34.50-37.00	34.50-36.75	35.00-36.50

Choice:

700-900 lbs.	32.50-35.00	33.75-36.00	32.50-35.00	32.50-35.00	33.25-35.25
900-1100 lbs.	32.50-35.25	33.50-36.00	32.75-35.25	32.50-35.25	33.25-35.25
1100-1300 lbs.	32.50-35.50	33.00-36.00	32.75-35.25	32.00-35.00	33.25-35.25
1300-1500 lbs.	32.50-35.50	32.75-35.50	32.50-35.00	31.50-34.50	33.00-35.25

Good:

700-900 lbs.	30.50-32.50	31.50-33.75	29.25-32.50	28.75-32.50	29.00-33.25
900-1100 lbs.	30.50-32.50	31.00-33.75	29.50-32.75	28.75-32.50	29.50-33.25
1100-1300 lbs.	30.50-32.50	30.50-33.50	29.50-32.75	28.75-32.75	29.00-29.50

Commercial, all wts.	26.50-30.50	27.50-31.50	25.50-29.50	26.50-28.75	26.00-29.50
Utility, all wts.	24.50-26.50	25.00-27.50	22.50-25.50	22.50-26.50	21.00-26.00

HEIFERS:

Prime:	600-800 lbs.	34.75-36.50	35.25-36.25	34.50-36.25	34.75-36.00	34.50-35.50
	800-1000 lbs.	35.00-36.50	35.50-36.75	35.00-36.50	34.75-36.25	34.50-35.50

Choice:

600-800 lbs.	32.50-35.00	33.25-35.50	32.00-34.75	31.75-34.75	32.50-34.50
800-1000 lbs.	32.50-35.00	33.00-35.50	32.25-35.00	31.75-34.75	32.50-34.50

Good:

500-700 lbs.	29.50-32.50	31.25-33.25	29.00-32.25	28.50-31.75	29.00-32.50
700-900 lbs.	29.50-32.50	31.00-33.25	29.00-32.25	28.50-31.75	29.00-32.50

Commercial, all wts.	26.00-29.50	26.00-31.25	25.00-29.00	24.00-28.50	25.00-29.00
Utility, all wts.	23.50-26.00	24.00-26.00	21.50-25.00	20.50-24.00	21.00-25.00

COWS:

Commercial, all wts.	24.00-26.00	24.00-26.50	24.00-26.00	23.00-25.00	24.50-26.50
Utility, all wts.	21.50-24.00	21.75-24.25	21.00-24.00	20.50-23.00	21.50-24.50

Canner & cutter, all wts.	17.50-21.50	19.00-22.25	16.00-21.00	16.50-20.50	18.00-21.50

BULLS (Yrs. Excl.) All Weights:	Good	30.00-30.50	30.00-30.50	29.00-29.50	28.50-29.50
	Commercial	27.50-29.00	29.50-30.50	28.00-28.75	28.00-29.00
	Utility	24.50-27.50	26.50-29.50	24.00-28.00	24.00-28.00
	Cutter	21.00-24.50	22.50-26.50	21.00-24.00	20.00-24.00

VEALERS:	Choice & prime	35.00-44.00	35.00-37.00	34.00-36.00	31.00-34.50	35.00-38.00
	Com'l & good	26.00-35.00	28.00-36.00	27.00-34.00	26.00-31.00	27.00-35.00

CALVES (500 lbs. Down):	Choice & prime	31.00-35.00	31.00-35.00	31.00-33.00	28.00-32.00	32.00-35.00
	Com'l & good	25.00-31.00	26.00-32.00	24.00-31.00	24.00-28.00	26.00-32.00

EWES (Shorn):	Good & choice	12.00-14.00	14.50-16.00	12.50-14.00	14.00-15.00	.....
	Cull & utility	9.00-12.00	10.00-14.00	9.00-12.00	9.00-14.00	.....

LAMBS (110 lbs. Down):	Good & choice	27.50-29.50	28.50-30.50	30.50-31.50	.....
	Cull & utility	22.50-26.50	26.50-28.50	28.00-30.50	.....

WESSES (Shorn):	Good & choice	12.00-14.00	14.50-16.00	12.50-14.00	14.00-15.00	.....
	Cull & utility	9.00-12.00	10.00-14.00	9.00-12.00	9.00-14.00	.....

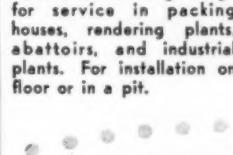


The costliest grease in your plant is the grease that is permitted to drain into your waste lines . . . because it will eventually clog these lines and cost you thousands of dollars in repair costs. Instead of allowing grease to cost money, install Josam Grease Interceptors which recover the grease and enable you to sell it at a profit. Josam Grease Interceptors intercept grease before it enters the drain lines, keeping them clear. Grease is worth money today . . . don't throw it away. Send coupon below for complete detail.

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Series "PH" Grease Interceptor

All steel, designed for any capacity, with skimming valve and skimming trough for service in packing houses, rendering plants, abattoirs, and industrial plants. For installation on floor or in a pit.

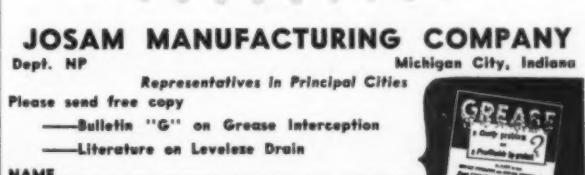


The ideal drain to meet problems of new construction, alterations and maintenance. Adjustable collar of drain has a rolled thread which permits lowering or raising top to meet finished floor level, even after drain is installed. Pays for itself many times over.

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Representatives in Principal Cities
Please send free copy

— Bulletin "G" on Grease Interception
— Literature on Leveleze Drain

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FIRM _____
ADDRESS _____
CITY and STATE _____



LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specified grades of steers, calves, hogs and lambs at eleven leading markets in Canada during the week ended December 22, were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEERS Up to 1000 lb.	VEAL CALVES Good and Choice	HOGS* Gr. B ¹ Dressed	LAMBS Gd. Handyweights
Toronto	\$34.14	\$36.85	\$30.10	\$32.26
Montreal	33.30	38.60	36.61	32.65
Winnipeg	32.82	36.50	27.10	31.50
Calgary	32.32	35.98	27.55	31.87
Edmonton	31.00	35.00	27.95	30.00
Lethbridge	...	...	26.00	28.00
Fr. Albert	...	30.00	28.80	...
Moose Jaw	...	33.50	26.60	28.50
Saskatoon	31.00	32.50	26.60	...
Regina	30.50	32.50	26.60	...
Vancouver	31.25	33.50

*Dominion Government premiums not included.

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L. H. McMURRAY, Inc.

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INDIANA

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HUNTER PACKING COMPANY

EAST ST. LOUIS, ILLINOIS



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- F. C. ROGERS CO., Philadelphia, Pa.
- A. L. THOMAS, Washington, D. C.

BEEF • PORK • SAUSAGE

HUNTERIZED SMOKED AND CANNED HAM

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ending Dec. 29:

CATTLE

Week	ended	Prev.	Cor.	Week
Dec. 29	16,738	17,630	19,132	1950
Chicago ²	16,192	12,701	13,153	
Kansas City ²	15,434	16,197	18,900	
Omaha ²	5,612	5,612	5,144	
E. St. Louis ²	7,077	6,921	7,195	
St. Joseph ²	15,640	18,140	8,176	
Sioux City ²	2,685	3,062	2,393	
Wichita ²	...	...	...
New York & Jersey City ²	6,450	6,817	6,817	
Oklahoma City ²	2,137	3,238	2,464	
Cincinnati ²	3,462	3,634	3,333	
Denver ²	4,755	7,209	5,343	
St. Paul ²	8,959	9,787	10,067	
Milwaukee ²	2,548	2,701	2,707	
Total	94,107	122,282	101,521	

HOGS

Chicago ²	48,302	49,068	41,111	
Kansas City ²	10,005	13,878	15,214	
Omaha ²	56,914	71,559	60,694	
E. St. Louis ²	24,163	25,548	32,064	
St. Joseph ²	30,545	37,986	42,759	
Sioux City ²	68,932	82,835	47,618	
Wichita ²	8,905	11,080	7,429	
New York & Jersey City ²	59,234	43,733	43,733	
Oklahoma City ²	11,236	16,264	10,237	
Cincinnati ²	19,637	19,637	19,637	
Denver ²	18,353	22,997	15,136	
St. Paul ²	47,997	60,469	51,064	
Milwaukee ²	6,336	8,318	5,828	
Total	352,902	480,644	370,907	

SHEEP

Chicago ²	7,541	7,637	6,467	
Kansas City ²	1,391	4,033	5,772	
Omaha ²	8,905	8,854	10,104	
E. St. Louis ²	5,260	2,942	4,066	
St. Joseph ²	4,623	5,282	7,280	
Sioux City ²	4,504	5,652	6,111	
Wichita ²	1,486	1,266	2,142	
New York & Jersey City ²	31,191	35,812	35,812	
Oklahoma City ²	604	1,617	1,240	
Cincinnati ²	151	362	480	
Denver ²	4,292	4,261	4,800	
St. Paul ²	4,042	5,571	5,505	
Milwaukee ²	285	698	472	
Total	41,324	79,366	89,909	

*Cattle and calves.

²Federally inspected slaughter, including directs.

³Stockyards sales for local slaughter.

⁴Stockyards receipts for local slaughter, including directs.

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Thursday, January 3, were as follows:

CATTLE:

Steers, gd. & pr.	\$35.50	only
Steers, gd. & ch.	32.25	67.34.50
Cows, com'l	26.00	28.00
Cows, utility	23.00	26.50
Bulls, com'l	27.50	31.50
Bulls, utility	21.50	31.30
Cows, canner, cutter	17.00	@27.00
Heifers, gd. & ch.	30.00	@31.00

VEALERS:

Prime	\$41.00	@42.00
Gd. & pr.	35.00	@40.00
Com'l & good	28.00	@35.00
Cull & utility	18.00	@27.00

HOGS:

Gd. & ch.	170/230	... \$19.75	@20.00
Sows, 400/down	16.50	@17.00	

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended December 28:

CATTLE:

Wk. Ended	Same Wk.
Dec. 22	Last Yr.
Western Canada	7,163
Eastern Canada	6,153

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods.

RECEIPTS

Cattle	Calves	Hogs	Sheep
Dec. 26	14,287	69	13,944
Dec. 27	8,241	194	33,503
Dec. 28	1,743	330	28,497
Dec. 29	180	3	4,617
Dec. 31	16,500	400	14,500
Jan. 1	...	...	...
Jan. 2	11,590	300	28,000
Jan. 3	400	400	17,000

*Week so far

far ... 31,006 1,100 59,500 13,900

Wk. ago. 30,763 491 61,841 11,318

Yr. ago. 25,551 1,182 60,133 10,934

2 yrs. ago. 26,149 1,383 62,883 11,527

*Including 600 cattle, 10,500 hogs and 1,400 sheep direct to packers.

SHIPMENTS

Cattle	Calves	Hogs	Sheep
Dec. 26	4,158	...	2,092
Dec. 27	2,249	...	3,468
Dec. 28	2,612	27	5,656
Dec. 29	698	...	5,067

Jan. 1

Holiday. 1,400

Jan. 2

4,200 3,000 3,000 1,000

Jan. 3

3,000 3,400 3,400 1,000

Week so far

far ... 13,200 9,000 9,000 2,600

Wk. ago. 10,482 9,039 9,039 1,334

Yr. ago. 8,479 11,366 11,366 5,591

2 yrs. ago. 8,090 147 11,026 3,807

JANUARY RECEIPTS

Cattle	Calves	Hogs	Sheep
Dec. 26	1952	...	1951
Dec. 27	15,100	...	25,511

Calves 700 1,182

Hogs 45,000 60,133

Sheep 9,400 10,934

JANUARY SHIPMENTS

Cattle	Calves	Hogs	Sheep
Dec. 26	7,200	...	8,479
Dec. 27	6,400	...	11,366
Dec. 28	2,060	...	5,591

Calves 700 1,182

Hogs 45,000 60,133

Sheep 9,400 10,934

JANUARY HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Thursday, January 3:

Week	ended	Week
Dec. 26	...	Dec. 27
Packers' purch.	51,790	35,871
Shippers' purch.	21,267	17,739

Total 73,066 53,601

JANUARY PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Thursday, January 3, were reported as shown in the table below:

CATTLE:

Gd. & 1. pr.	\$33.50	only
Utility & com'l	27.00	@25.50

LAMBS:

Choice, pr.	16.00	@16.50
-------------	-------	--------

CANADIAN KILL

Inspected slaughter in Canada, week ended December 22:

CATTLE:

Wk. Ended	Same Wk.
Dec. 22	Last Yr.
Western Canada	7,163
Eastern Canada	6,153

Total 13,316 19,418

HOGS:

Wk. Ended	Same Wk.
Dec. 22	8,968
Dec.	

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 29, 1951, as reported to The National Provisioner:

CHICAGO

Armour 8,768; Swift, 2,889; Wilson, 7,413; Agar, 5,988; Shippers, 20,192; Others, 23,244.

Total: 16,738 cattle; 791 calves; 68,494 hogs; 7,541 sheep.

KANSAS CITY

Armour 2,718 285 2,186 590
Swift 1,494 398 5,133 801
Wilson 579 1,347 ...
Butchers 3,278 ... 599 ...
Others 1,440 ... 1,040 ...

Total 9,509 683 10,305 1,391

OMAHA

Cattle Calves Hogs Sheep
Armour 4,988 12,520 2,502
Cudahy 3,363 10,228 1,930
Swift 3,449 11,905 1,489
Wilson 2,056 7,023 800

Cornhusker 405 ...
Eagle 55 ...
Gr. Omaha 304 ...
Hoffman 57 ...
Rothschild 298 ...
Rosen 888 ...
Kingman 1,000 ...
Merchants 15 ...
Midwest 18 ...
Omaha 284 ...
Union 315 ...
Others 15,611 ...

Total 17,401 57,287 6,721

E. ST. LOUIS

Cattle Calves Hogs Sheep
Armour 1,386 219 6,065 2,596
Swift 1,928 498 9,928 924
Hunter 454 ... 3,312 ...
Hell 2,841 ...
Laclede 1,004 ...
Selford 1,015 ...

Total 3,768 717 24,165 3,520

ST. JOSEPH

Cattle Calves Hogs Sheep
Swift 2,238 134 12,903 4,001
Armour 2,272 134 9,930 841
Others 3,856 56 7,363 917

Total 8,360 324 30,196 5,759

*Does not include 11,114 direct hogs.

SIOUX CITY

Cattle Calves Hogs Sheep
Armour 2,522 7 13,417 1,126
Cudahy 3,062 ... 21,041 1,321
Swift 2,065 7 11,582 1,245
Butchers 173 ... 15 ...
Others 7,816 20 22,877 812

Total 15,640 34 68,932 4,504

OKLAHOMA CITY

Cattle Calves Hogs Sheep
Armour 774 27 327 96
Wilson 751 36 442 147
Others 67 ... 807 4

Total 1,592 63 1,576 247

*Does not include 453 direct cattle, 29 calves, 9,690 hogs and 357 sheep.

WICHITA

Cattle Calves Hogs Sheep
Cudahy 1,261 99 1,578 205
Guggenheim 128 ...
Dunn 49 ...
Dold 26 ... 455 ...
Sunflower 34 ...
Pioneer 792 ...
Excel 792 ...
Others 531 ...

Total 2,787 99 2,067 205

CINCINNATI

Cattle Calves Hogs Sheep
Gall 132 ...
Kahn's 132 ...
Loehrey 523 ...
Meyer 12 ...
Schlachter 242 12 ...
Northside 107 ...
Others 2,459 593 12,090 407

Total 2,701 605 14,916 539

FORT WORTH

Cattle Calves Hogs Sheep
Armour 282 744 317 ...
Swift 356 83 443 807
Big Bonnet 131 ... 190 ...
City 141 ... 66 ...
Roenthal 141 ... 66 ...

Total 960 827 1,010 807

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	679	22	4,426	2,464
Swift	848	4	4,299	1,405
Cudahy	451	6	4,223	312
Wilson	376			
Others	1,922	79	1,989	33
Total	4,276	111	14,937	4,214

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	2,430	1,823	15,843	1,579
Bartusch	752			
Cudahy	916	163	...	962
Elkfin	822	29	...	...
Superior	1,266			
Swift	2,743	1,230	32,114	1,501
Others	1,377	2,167	14,695	3,674
Total	10,336	5,412	62,692	7,716

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	21	62	...	...
Cudahy	79			
Swift	34		44	...
Wilson				
Acme	231	61	...	
Atlas	159		449	...
Clougherty			22	
Coast	25		...	
Harman	160		...	
Luer			248	
United	184		79	
Others	1,792	528	79	
Total	2,685	631	921	

TOTAL PACKER PURCHASES

	Week ended	Cor. week
Cattle	96,845	100,281
Hogs	357,498	420,255
Sheep	43,164	52,078

*Revised to include E. St. Louis and Cincinnati purchases not included a week ago.

CORN BELT DIRECT TRADING

Des Moines, Ia., Jan. 3—

Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

Hogs, good to choice:

100-180 lbs.	\$14.75 @ 17.25
180-240 lbs.	16.75 @ 17.75
240-300 lbs.	16.25 @ 17.75
300-360 lbs.	15.85 @ 17.00

Sows:

270-360 lbs.	15.50 @ 16.25
400-550 lbs.	13.40 @ 15.25

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

This week	Same day last wk. actual
-----------	--------------------------

Dec. 28 51,000 63,000

Dec. 29 60,000 50,000

Dec. 31 75,000 72,000

Jan. 1—Holiday, no receipts.

Jan. 2 85,000 112,000

Jan. 3 80,000 55,000

Total 218,500 247,000

*Does not include 453 direct cattle, 29 calves, 9,690 hogs and 357 sheep.

20 only
628.50
628.50
622.00
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Only
32.00

20.25
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5,969
10,449

19,418

44,261
55,475

99,736

2,331
4,664

7,045

1952

The National Provisioner—January 5, 1952

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MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

STEER AND HEIFER: Carcasses BEEF CURED:

Week ending Dec. 29, 1951.	9,410	Week ending Dec. 29, 1951.	8,832
Week previous	8,964	Week previous	32,748
Same week year ago	10,497	Same week year ago	7,517

COW:

Week ending Dec. 29, 1951.	1,582	Week ending Dec. 29, 1951.	444,643
Week previous	2,163	Week previous	462,608
Same week year ago	2,145	Same week year ago	755,951

BULL:

Week ending Dec. 29, 1951.	781	Week ending Dec. 29, 1951.	24,985
Week previous	891	Week previous	35,764
Same week year ago	657	Same week year ago	143,081

VEAL:

Week ending Dec. 29, 1951.	10,030	Week ending Dec. 29, 1951.	6,000
Week previous	12,811	Week previous	6,450
Same week year ago	11,600	Same week year ago	6,817

LAMBS:

Week ending Dec. 29, 1951.	20,251	Week ending Dec. 29, 1951.	24,985
Week previous	21,856	Week previous	35,764
Same week year ago	26,427	Same week year ago	143,081

MUTTON:

Week ending Dec. 29, 1951.	1,493	Week ending Dec. 29, 1951.	3,848
Week previous	1,160	Week previous	3,783
Same week year ago	2,859	Same week year ago	5,695

HOG AND PIG:

Week ending Dec. 29, 1951.	13,663	Week ending Dec. 29, 1951.	51,486
Week previous	10,952	Week previous	59,234
Same week year ago	15,111	Same week year ago	43,733

PORK CUTS:

Week ending Dec. 29, 1951.	21,935	Week ending Dec. 29, 1951.	27,718
Week previous	12,732	Week previous	31,101
Same week year ago	182,372	Same week year ago	35,812

VEAL AND CALF CUTS:

Week ending Dec. 29, 1951.	5,777	Week ending Dec. 29, 1951.	209
Week previous	6,502	Week previous	301
Same week year ago	5,638	Same week year ago	137

LAMB AND MUTTON CUTS:

Week ending Dec. 29, 1951.	2,315	Week ending Dec. 29, 1951.	56
Week previous	3,213	Week previous	140
Same week year ago	5,986	Same week year ago	193

LOCAL SLAUGHTER

CATTLE:

Week ending Dec. 29, 1951.	6,000
Week previous	6,450
Same week year ago	6,817

HOGS:

Week ending Dec. 29, 1951.	31,486
Week previous	59,234
Same week year ago	43,733

SHEEP:

Week ending Dec. 29, 1951.	27,718
Week previous	31,101
Same week year ago	35,812

COUNTRY DRESSED MEATS

VEAL:

Week ending Dec. 29, 1951.	4,531
Week previous	5,729
Same week year ago	5,532

HOGS:

Week ending Dec. 29, 1951.	209
Week previous	301
Same week year ago	137

LAMB AND MUTTON:

Week ending Dec. 29, 1951.	56
Week previous	140
Same week year ago	193

WEEKLY INSPECTED SLAUGHTER

Slaughter at 32 centers during the week ended December 29 was reported by the U.S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
NORTH ATLANTIC	6,000	3,848	51,486	27,718
Baltimore, Philadelphia	4,301	184	22,162	183
NORTH CENTRAL	8,113	806	58,950	2,771
Cincinnati, Cleveland, Indianapolis	18,522	3,559	81,975	8,258
St. Paul-Wisc. Group ¹	14,638	15,327	137,473	7,081
St. Louis Area ²	8,602	2,114	72,086	4,870
Sioux City	7,728	12	45,871	5,422
Omaha	19,542	306	78,753	13,480
Kansas City	9,134	1,502	38,703	4,496
Iowa and So. Minn. ³	14,330	2,555	227,403	18,934
SOUTHEAST ⁴	2,820	749	23,302	....
SOUTH CENTRAL WEST ⁵	14,081	2,855	76,184	10,127
ROCKY MOUNTAIN ⁶	7,069	150	20,079	6,922
PACIFIC ⁷	15,672	1,035	35,411	16,972
Grand total	150,187	34,504	969,838	127,234
Total week ago	179,727	52,730	1,261,494	137,105
Total same week 1950	174,597	44,744	949,946	163,986

¹Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc.
²Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo.
³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, and Albert Lea, Austin, Minn.
⁴Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga.
⁵Includes So. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas.
⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah.
⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under federal inspection during: November 1951—Cattle, 75.0; calves, 67.3; hogs, 77.3; sheep and lambs, 81.6.

SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; Jacksonville and Tallahassee, Florida, during the week ended December 28:

	Cattle	Calves	Hogs
Week ending December 28	626	186	9,539
Week previous	1,541	618	23,831
Corresponding week last year	931	700	13,086

CLASSIFIED ADVERTISING

POSITION WANTED

ADVERTISING AND

SALES PROMOTION MANAGER
Experienced in all phases of advertising and sales promotion. At present and for past 10 years in charge of successful program. 20 years' experience in meat and packaged foods. W-1, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: 42 years old, 25 years' experience. Worked from the bottom up. Made sausage last 15 years. Understand how to use skins and offal. Able to produce top quality sausage, handle help and figure costs. Available immediately. Go anywhere. W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: 25 years' experience — beef, veal, lamb, sausage and by-products. Capable of organizing, directing and administrating. Know costs and yields. W-3, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING FOREMAN: On working foreman, 11 years' packinghouse experience, 3 years in rendering plant. Now employed. Personal reason for desiring change. W-4, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Assistant purchasing agent. Some provision experience necessary. Chicago location. Good prospects. Give age, experience and salary. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SEMI-DRIVER with knowledge of dressed beef. Home every evening. Middle west territory. GUS GLASER MEATS, INC., FORT DODGE, IOWA.

WANTED: Time study man familiar with meat packing operations. Good prospects for development. W-12, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

MEAT PLANT SUPT.

NATIONAL FOOD DISTRIBUTOR HAS OPENING ON EAST COAST FOR QUALIFIED MAN TO SUPERVISE MODERN MEAT PLANT PROCESSING PORK CUTS AND FULL LINE OF QUALITY SAUSAGE ITEMS. DUTIES INCLUDE: SUPERVISING RECEIVING, PROCESSING, MANUFACTURING AND SHIPPING; CHECKING UNIT COSTS, YIELDS, PAYROLLS, ETC.; DEVELOPING TIME STUDIES; TRAINING EMPLOYEES. REQUIRED TO HAVE EXPERIENCE AS EITHER ASSISTANT OR PLANT SUPERINTENDENT OF MODERN MEAT PLANT. PERMANENT POSITION WITH GOOD SALARY, OPPORTUNITIES FOR ADVANCEMENT, AND LIBERAL EXECUTIVE BENEFITS. SEND DETAILS ON EDUCATION, PERSONAL BACKGROUND, EMPLOYMENT EXPERIENCE AND EARNINGS RECORD. OUR EMPLOYEES KNOW OF THIS OPENING.

W-5, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

SALES MANAGER WANTED: Must be experienced, able to handle driver-salesmen. Salary and bonuses. Only proven men need apply. Past working record kept strictly confidential. Our own employees know of this ad. W-6, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PROVISION SALESMAN: High class man wanted who has a following in chain food stores in New York, New Jersey and Connecticut. In replying, give full information, experience, etc., which will be kept strictly confidential. W-8, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

PLANT SUPERINTENDENT: Young, firmly established southeastern meat packing plant wants superintendent who can make a quality sausage product, determine costs and display intelligent leadership. Real opportunity to grow with us. Write Box W-517, THE NATIONAL PROVISIONER, 15 West Huron St., Chicago 10, Ill.

IF YOU ARE SELLING to the sausage manufacturing trade, and not selling seasonings, cures and emulsifiers, we have an attractive proposal to offer you with established accounts which produce immediate earnings. Write Box W-475, THE NATIONAL PROVISIONER, 15 West Huron St., Chicago 10, Ill.

WANTED: Experienced production manager for modern pork frankfurter plant. One capable of taking complete charge of manufacturing frankfurters and sausages. Write, giving full particulars which will be held strictly confidential. W-7, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N.Y.

SAUSAGE MAKER: To take complete charge of sausage department of 100,000 pounds weekly capacity. Must be able to fully control production for quality and yields. State age, experience and salary expected. W-9, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN: Wanted by established firm in midwest, south. Expected to handle all operations for kitchen making 40,000 lbs. weekly with capacity for more. State age, experience and salary expected. Write Box W-10, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER WANTED: Must have thorough knowledge of costs, yields and quality production. State age, experience, references and salary expected. Write by AIR MAIL: Abattoir Nacional, S.A. P.O. Box 714, Panama City, Republic of Panama.

MANAGER: For small eastern plant. Active, killing floor, fabricated cuts. Must be able to take full charge and furnish references. W-516, THE NATIONAL PROVISIONER, 15 West Huron St., Chicago 10, Ill.

CLASSIFIED ADVERTISING

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

Undisplayed: set solid. Minimum 20 words \$4.00; additional words 20¢ each. "Position wanted," special rate: minimum 20 words \$3.00; additional words 15¢ each. Count ad-

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE PLEASE REMIT WITH ORDER.

HELP WANTED

FOREMAN: Hog kill and cut, medium size plant in western Pennsylvania. In replying give full information, experience, family status, references, salary expected, etc. W-443, THE NATIONAL PROVISIONER, 15 West Huron St., Chicago 10, Ill.

EQUIPMENT WANTED

WANTED: ANDERSON Duo Expeller, 500 ton curb press, 5x12 cooker, and 3x6 lard roll. EW-21. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT WANTED

SMALL SAUSAGE PLANT
Wanted to lease with purchase option. With or without slaughtering facilities. PW-508, THE NATIONAL PROVISIONER, 15 West Huron St., Chicago 10, Ill.

EQUIPMENT FOR SALE

1-Boss 500 ton Curb Press and Pump
1-Mech. Mfg. Co. 5' x 16' Cooker-Melter.
4-350, 600 and 800 gal. Dopp Seamless Kettles.
1-Davenport 23' Dewaterer, motor driven.
1-Bone Crusher, 24" dia., driven.
Used and Rebuilt Anderson Expellers, all sizes.
We also have a large stock of 5/8, Aluminum and Copper Kettles, Storage Tanks, Filter Presses, Grinders, Silent Cutters, Stuffers, etc.
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14 Park Row BA 7-0000 New York 33, N.Y.

★ ANDERSON EXPELLERS ★
All models. Rebuilt, guaranteed, or AS IS. Pittock and Associates, Glen Riddle, Pennsylvania.

FOR SALE: Buffalo meat chopper 27", 5 H.P. A.C. motor. Excellent condition. Must sell. PW-208, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N.Y.

PLANTS FOR SALE

MEAT PACKING PLANT
Now serving Florida's most concentrated population from Tampa, 19,300 total sq. ft. of which about 2,000 sq. ft. is cooler and 4,000 sq. ft. is freezer space. A-1 construction—Truck platform—B/R Siding—Meat packing equipment optional. PRICE \$100,000.00

PALLARDY-WATROUS, INC., REALTORS
Phone 2-8594 Tampa, Florida

FOR SALE: Wholesale meat and sausage kitchen business, located in the heart of the largest cotton producing area in the U.S., serving 20 counties in West Texas and New Mexico. Is operated 6 years, netting 25% on investment. Good lease. Equipment and trucks almost new. Two million dollar annual volume. Must sell to liquidate estate of deceased partner. Write Box PW-489, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR QUICK SALE
Medium size packing house located in the heart of the cattle country, connecting pens with public stockyards, on railroad, easily converted to federal inspection, terms to responsible party. PW-470, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SMALL PACKING PLANT
Kill cattle, hogs, veal and mutton. Three coolers, two trucks. Operate with 6 to 10 men. Located in the atomic area of western Kentucky. Low overhead with good business. Plenty of livestock. Kill 200 head per week. Will sell partnership or lease. Wiman Packing Co., Box 453, Mayfield, Kentucky.

MODERN, NEW PACKING PLANT in Sioux Falls, S.D. Cooler capacity 30 to 50 beef. High rail system. Kill floor 16 ft. high. Operating now with government permit and grading system. Facilities for retail and wholesale. Sale or lease.

TRUMBLELL PACKING CO.
Route 22 Sioux Falls, S.D.

PLANTS FOR SALE

PLANT FOR SALE

Strictly modern and complete meat packing and processing plant now in operation, on railroad siding. 15,000 sq. ft. of floor space, stock scales and concrete pens. Ideal location, southeastern Oklahoma area. Near good source of livestock and raw materials. Complete sausage kitchen. Capacity per week: 300 cattle, 500 hogs. FS-506, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Beef slaughter house located in Warsaw, New York. Capacity 100 head per week. Plant and equipment in good physical condition. City Inspected. To be sold at a very low price. FS-518, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N.Y.

FOR SALE: Due to disagreement of partners, medium sized slaughterhouse in Somerville. Fully equipped, doing good business. Reasonable price. Write: DELS, 243 Newark Ave., Jersey City, N.J.

FOR SALE: Fully equipped modern casing selecting plant. Excellent condition. Good labor market. Reasonable. FS-13, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N.Y.

BUSINESS OPPORTUNITIES

ARE YOU SELLING

To the packinghouse and sausage makers? We have a companion line of detergents nationally known—liberal commissions. Write Box W-14, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANUFACTURERS' REPRESENTATIVE in south, contacting selected clientele, wishes to contact midwestern packer producing hog casings. Principals only. Reply to W-476, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE SWITCHES WANTED

Please write or call

KAISER-REISMANN CORP.
230 Java Street Brooklyn 22, N.Y.
Phone: Evergreen 9-5053

MARKET REPORTER

We are considering adding another man to our market reporting staff, to collect information on buying and selling of provisions, pork cuts, beef and by-products on Chicago and midwest markets. Knowledge of products and markets required; ability to get along with others important; acquaintance among Chicago trade helpful. Interesting permanent position for qualified individual. No traveling. Please reply by letter, which will be kept fully confidential, giving full business and personal details, salary desired, etc.

Lester I. Norton

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15 W. Huron St. Chicago 10, Ill.

HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

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BARLIANT'S

WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletins—Issued Regularly.

The following equipment is available in our warehouse here in Chicago.

3839—BEEF SPLITTING CLEAVERS: (60)

NEW, Simonds, Worden & White, 11"-12"-13" bladesea. \$ 9.00

3581—CARCASS DROPPERS: Similar to St. John 2765, NEW 375.00

3495—CASING FLUSHING TABLES: (8), 2x2", tops are stainless steel.....en. 55.00

4105—SAWS: (2) Best & Donovan Carcase splitting, 29" blades.....ea. 575.00

3880—BAND SAW: Jim Vaughn, motor driven, in good condition 295.00

2059—HORN AND BONE SAW: Globe Co., motor driven with motor 350.00

2950—LARD KETTLE: Steel, steam jacketed, 45 gal. cap. 65.00

3776—FILTER PRESS: Allbright-Nell 2221, 24" x 24", 40 plates 1 1/4" recessed, like new 1000.00

1105—LOAF PANS: (84) Aluminum, Wear-ever, G2 with sliding lid, like new 1.30

3233—LOAF MOLDS: (24) Ham Boiler Corp. model DIG, Aluminum.....ea. 1.50

1353—MOLDS: (12) loaf, Allbright-Nell Model L12, with stainless steel lidsea. 5.00

4084—HOY MOLDS: (105) 258, stainless steel, excellent conditionea. 3.75

3806—MOLDS: (18) NEW, N.H.L. Aluminum molds, 10 1/4" x 6" x 5 1/2"ea. 7.50

3805—MOLDS: (10) NEW, N.H.P. Aluminum, 10 1/4" x 7 1/2" x 5 1/2"ea. 8.00

3807—MOLDS: (10) NEW, N.H.E. Aluminum, 10 1/4" x 5" x 4 1/2"ea. 7.00

3653—LOAF MOLDS: (42) Best & Donovan, stainless steel, like newea. 2.50

2960—SLICER: U.S. model F, with stand & stacker, with 1/6 HP. motor 175.00

2094—BOILER HAM DRAINING TABLES: (2) with stainless steel grate.....en. 75.00

2000—HAM PRESS: Adelman, foot operated, good working condition 130.00

4083—BAKE OVEN: Advance, late style, 96 loaf cap, complete, excellent condition 1000.00

3879—PICKLE PUMP: Griffith, motor drive, 1/2 HP, single phase motor, 2 pumping needles 125.00

3410—DRUM: NEW, 55 gal. SS., with cover 115.00

3333—CALF GAMBRELS & SPREADERS: (46) Galv. steel, NEWea. 1.35

3729—MEAT HOOKS: Galvanized.

48-43" long with double hooks, ea. .90

160-43" long with single hook, ea. .75

20-25" to 27" long, with single hook, ea. .50

2957—SILENT CUTTER: Buffalo 243A, has sprocket chain drive on knife shaft, no motor 575.00

4191—SILENT CUTTER: Buffalo 270-B, center dump, 800 cap., less motor 2500.00

3842—GRINDER: Cleveland Kleen-Kut 232, 2 HP. motor, with enameled hopper pan 200.00

3416—MEAT MIXER: Buffalo 23, motor drive, less motor, 700 cap. 750.00

2905—MEAT MIXER: 700 cap. tilting type, 3 HP. motor 650.00

2667—SAUSAGE STUFFER: Anco, 4000 cap. with 2 stuffing cocks, used 575.00

4088—STUFFER: Pneumatic Loaf Mfg. by Mepaco, stainless steel 350.00

3504—STUFFERS: (3) Anco, 4000 cap. with two stuffing valvesea. 875.00

DISPLAY ROOMS and OFFICES

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U.S. Yards, Chicago 9, Ill.

Cliffside 4-6900

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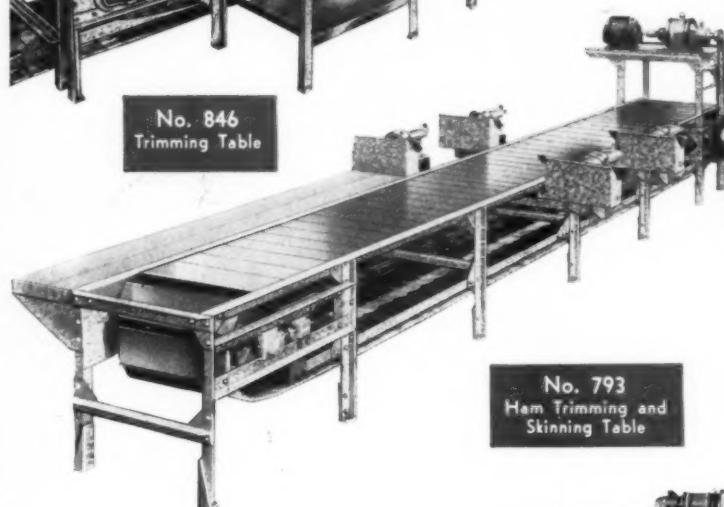
Our laboratory facilities are available free of charge for assistance in determining the quantities of Lard Flakes to be used and methods of operation.

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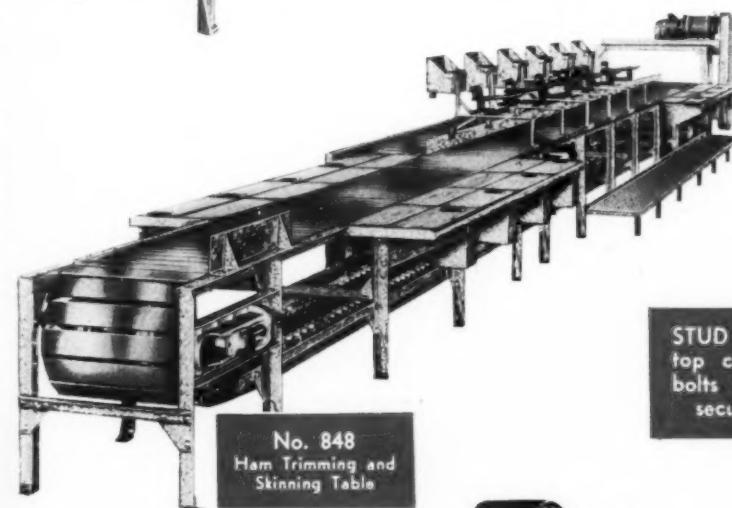
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OUT OF EVERY HOG



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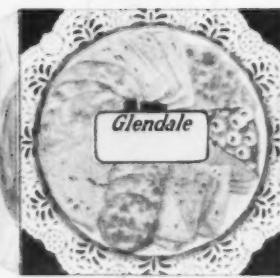
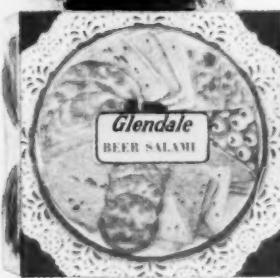
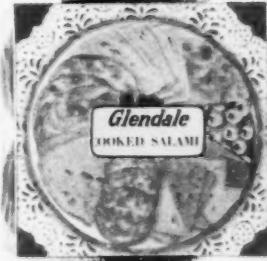
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STUD WELDING MAKES possible smooth top conveyor tables by eliminating the bolts and screws generally employed to secure flights on the conveyor chain.

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